

Some news
several
pay
to
rect action
policy

Tim Jones

Welsh Labour Society, a member, have been in front of direct action to secure increased for the language, "giving yesterday that friends would not "blame" in the victim" over the television channel.

Rhodri Williams, the vice-chairman, said that success had the society that it was to coerce even the most government to respond needs of Wales.

direct and consequential elements were essential elements in the campaign. "Wales" was wholly opposed to holiday homes and any encroachments on the action policy had been agreed.

society is to concentrate on a "Welsh dimension" in matters of housing, employment and education.

he society's annual meeting Saturday's motions will be called for Welsh needs of the media.

£10,000 fund to the party to campaign against any Wales, will be after Mr Gwynfor Evans, president of Plaid Cymru.

£15,000, Mr David

Plaid Cymru MP for

invited the local

to resign yesterday

any fine for not

a licence for his colour

on set. Our Caerphilly

concentrates.

Welsh language" snapshot in protest as chairman of the bench

the fine at the end

All-Welsh hearing. Later

was a sit-in that lasted

in the court room.

Evans said he would

fine, and if the court

on it, he would deduct

parliamentary salary

produce a unique situation.

Doubt cast on alleged confession 'one-armed bandit' murder



er appeal is to be made to the Home Secretary to establish the innocence of Luvaggio of the one-armed bandit murder in Newlyn, Tyne, in 1962.

the "confession" of the alleged accomplice, Stafford, earlier this year, David Naylor, solicitor, has issued a statement, re-

stating his client's innocence, has thrown doubt on Stafford's

the murder.

On September 7, it was established at the trial that Dennis Stafford agreed to have now come to know that he had, in the murder of August, of which crime he was a victim, Michael Luvaggio, had been killed in March.

At the time of publication, Luvaggio was abroad on holidays, only recently returning from a year's stay in America.

It is reported as having

Mr Luvaggio had nothing

in the shooting but that

with him, and stayed in

at the time when Stafford

in retaliation for shots

he said that it was not

1 hour after the killing

in fact, occurred.

He stated, according to the

the next day, Mr

had he took Stafford's

a revolver belonging to

the in the British Bridge

authorized by Mr Luvaggio

there is no truth, whatsoever

he statement that he was

in the killing to which

he had no knowledge

in the killing, as he has

throughout that he

whatever concerned

death of Mr Sibbald

is quite untrue that he

implied Stafford when

or otherwise, or

he had any knowledge

concerned in any way

possession of Stafford of

sons.

in this new account, it

Mr Luvaggio's

complicity in murder

ought now be given as

reliance can be placed

statement with a view

to Mr Luvaggio further

in order to clear

Science museum plan gathering steam

Regional report

John Chartres
Manchester

ounds of steam that have

been gathered during the 150th

any of the beginning of

the railway age have

been dispersed in the

disbursed and beloved

communities and working

men such as Scott

en, Hardwick, Rocket,

and Sans Pareil have

to their homes

and limited stretches

of track.

Later, however, the

so much scientific and

invention and innovations to secure its long

permanent and sub-

science and industry as a by-product of the

magical year.

long-term plan, being

indicated by Mr Arnold

Conservative leader

Manchester County

is to turn the long

1 Liverpool Road

generally acknowledged

the passenger railway

the world, into a per-

sonal, technology and

museum.

Architects have been invited

to prepare suggestions for

the third and fourth phases which

the wind. The £400,000

worth of ratepayers' money put into the partial restoration of the station for The Great Railway Exposition which ended on September 24, with a replacement of the journey on the same day of 1830 with the Duke of Wellington as the principal guest and the unfortunate Mr William Hudson, MP, as the first fatigued casualty, is, according to Mr Fieldhouse, going to prove a worthwhile investment. More than 100,000 people passed through the exhibition and a break-even financial result is likely to be announced shortly.

The county council's committee has approved a second phase of development of the Liverpool Road Station site, a cost of about £750,000 under which the partly restored goods shed will become a permanent exhibition hall.

Architects have been invited to prepare suggestions for the third and fourth phases which

the end of this month.



no plastic bags. It was pitch dark and I could not see anything.

"After," he said, "he could not find any ammunition for his 410. "Ewan" had held out to Mr Hunter a firearm, a small rifle, described as the High Court, Glasgow, yesterday when the trial began of nine men accused of conspiring to cause

an explosion.

The nine were said to belong to the Scottish Republican Socialist League and are also accused of trying to blow up Glasgow Stock Exchange under other terrorism charges. All pleaded not guilty and several of the accused lodged special defences of alibi.

The accused are: David Hunter, aged 24, of Grove Street, Edinburgh; Alexander Ramsay, aged 29; Peter Wardlaw, aged 32, both of no fixed address; Thomas Bryan, aged 23, and Dominic McGrady, aged 30, both of Easterhouse; Ewan Bicker, aged 20, of Govan, Lewis McDonald, aged 22, of Dennistoun, Hillside; Colin Hamilton, aged 20; Peter Paisley, aged 26; and Leonard Reynolds, aged 26, of East Prestongrange.

The first of 294 witness to give evidence was Chief Inspector John Ingles, of Strathclyde police. He read out a statement alleged to have been made by Mr Hunter on June 25, six days after the alleged attempt to plant a bomb at the assembly building.

Mr Hunter said in the statement he had been a member of the Scottish Republican Socialist League since August 1979, but he was not actively involved at that time.

It is alleged that between October, 1979, and last July in houses in Glasgow and Arbroath the accused conspired to further the aims of the league. It was also alleged that on April 10 last year Mr Wardlaw, Mr Ramsay, Mr Bicker, Mr McDonald and Mr McGrady held a post office in Govan, Glasgow, and escaped with more than £100,000 in cash and postal orders.

Another charge alleges that Mr Wardlaw, Mr Ramsay, Mr Bicker, Mr Bryan and Mr Hamilton planned to attack a prison bus with a lorry to effect the escape of a prisoner.

"We sat at the side of the road and I asked what I had to do," he said. "I asked what I had not to do anything. About 20 minutes later Tom joined us. Ewan and Alec were fiddling with things

Bob Hope comes home: Bob Hope conducting the Woolwich Polytechnic School band yesterday at the Little Theatre, Eltham, Kent, soon to be renamed the Bob Hope Theatre. The American comedian visited the small, semi-detached house in Croydon Road, Eltham, where he was born.

He is in Britain to promote and play in the first Bob Hope British Classic golf tournament at Woodcote Park, Epsom, Surrey. He will be joined by stars such as James Garner, Telly Savalas and Sean Connery and such famous golfers as Lee Trevino and Gary Player. Proceeds of the four-day tournament will go to special children

and to the Little Theatre. The Hope family emigrated to Cleveland, Ohio, when Bob, the fifth of seven sons, was aged four. "I left when it became obvious that there was very little chance of me becoming king," he explained. "My only memory of Britain is when I was hit on the head by a stone thrown by kids

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OVERSEAS

Japan's Prime Minister threatens to reduce economic aid for S Korea if Mr Kim is executed

From Peter Hazelhurst
Tokyo, Sept 22

Relations between America's two main allies in Asia began to deteriorate tonight when Mr Zenko Suzuki, the Japanese Prime Minister, said that his Government might be forced to cut economic aid to South Korea if Mr Kim Dae Jung, the South Korean opposition leader, were executed.

Mr Kim, who was sentenced to death by a military tribunal last week for allegedly attempting to overthrow the Government of South Korea, was kidnapped in a Tokyo hotel by the Korean Central Intelligence Agency in 1973 and taken back to Seoul.

As a result his trial became a highly emotional and politically charged issue in Japan.

informed of our policy". Mr Suzuki said.

He went on to point out that Seoul's relations with Japan were extremely important to the stability and economic development of North and South-East Asia.

"But unless the Kim Dae Jung affair is prevented from getting out of hand, my Government would be forced to impose restrictions on our offers of economic assistance", he said.

Addressing the nation on television tonight, Mr Suzuki said the South Korean Government has been informed of Japan's "great concern" over the outcome of the trial.

"If the death sentence imposed upon Mr Kim Dae Jung is carried out it will adversely affect the economic relations between South Korea and Japan. South Korea has been

Seoul MPs approve new Premier's appointment

From Jacqueline Redditt
Seoul, Sept 22

The South Korean National Assembly today ratified the appointment of Mr Nam Duck Woo as Prime Minister. Mr Nam, aged 55, a former Finance Minister under President Park Chung Hee, was appointed acting Prime Minister by President Chun on September 2, the day after the new president had been sworn in.

By law the Prime Minister's appointment must be confirmed by parliament. The National Assembly opened on Saturday for the first time after its closure and the banning of all political activity by the martial law command last May.

At that time members of the opposition New Democratic Party (NDP) who tried to meet were forcibly prevented from entering the National Assembly building by military guards.

The 750-seat parliament has been reduced to 202 by President Chun's recent purges, in which several thousand people lost jobs because they were connected of anti-state or corrupt practices.

There are now 68 members from the majority Democratic Progressive Party (DPP), President Park's former power base, 53 opposition members, four independents and 77 members of the Yuwong Ho, a special group which was picked by President Park.

The two main parties lost

their leaders in the recent upheaval. Mr Kim Jong Pil, the DPP leader, was found guilty of corruption and has promised never to involve himself in politics again.

Mr Kim Young Sam, who was put under house arrest after the declaration of martial law, recently resigned, saying that he could not operate under the present political conditions.

President Chun has said many of the old generation of politicians should be prevented from participating in politics because they had been involved in corrupt, irregular and anti-state activities. He has promised, however, to put a revised constitution, which is expected to limit future presidents to one seven-year term, to a referendum before the end of the year.

He has also said he intends going ahead with presidential and parliamentary elections early next year.

South Korea's leading dissident, Mr Kim Dae Jung, and Mr Kim Young Sam were once expected to be one of the contenders for the 1981 presidential elections, was last week sentenced to death for anti-state and pro-communist activities.

On Saturday it was reported that appeals were lodged against his sentence and against prison sentences passed on 23 defendants tried with him on lesser charges.

Parliament to reconvene over Canada constitution

From John Best
Ottawa, Sept 22

The Canadian Parliament is expected to be recalled within a week or so to hear Mr Pierre Trudeau's plan for bringing home Canada's constitution embodied in the British North America Act.

The issue is air explosive one, and is certain to generate heated debate, both within Parliament and across the country. Most of the 10 provincial premiers strongly oppose any federal move that could undermine the substantial powers they now wield in confederation.

The Government announced last week that Parliament would be reconvened before October 15, the date originally set for the end of the summer vacation.

Just how much earlier was

not specified. September 29 and 30 have been mentioned as possibilities. The Prime Minister was determined to agree to honour the pledge to be delivered at the conclusion of a six-day constitutional conference of first ministers earlier this month.

"The national government will have to assume its national responsibility", Mr Trudeau told them. "I will shortly be recommending a course of action to Parliament."

Speculation centres on the extent of the package which will ask Parliament to approve for presentation to the British Parliament.

His choices, basically are two: to seek simple "patriation" of the BNA Act, by requesting Westminster to pass a law giving the Canadian Parliament the power to amend it in Canada; or to include in the patriation request other matters such as a specific amending formula and a charter of human rights for Canadians.

There have been suggestions that he will seek to deflect some of the provincial wrath against unilateral action by choosing an amending formula that ensures against any change lacking unanimous provincial support.

The British Government may be caught in an awkward position, depending on which plan the Prime Minister chooses.

Although past practice is likely to respond with legislation to "patriation" request from the Canadian Parliament, it would do so with much more enthusiasm if that request had the support of the provinces.

Northern Thailand in grip of communist insurgents

From Neil Kelly
Bangkok, Sept 22

Eleven of 12 people die every day in Thailand's continuing fight against communist insurgents. Although General Pram Tinsulmon, the Prime Minister, claimed recently that only 300 villages remained under communist influence, Thai and Western intelligence analysts maintain that the insurgents are now operating in more than 30 of the country's 71 provinces.

According to one analyst the insurgents hold strategic positions which would enable them seriously to impair road, rail and other communications between the north-east and the remainder of the country. Because of their poverty the north-eastern provinces bordering Kampuchea and Laos, are regarded as the most vulnerable to communist influence.

The command did not reveal the insurgents' hold strategic positions which would enable them seriously to impair road, rail and other communications between the north-east and the remainder of the country. Because of their poverty the north-eastern provinces bordering Kampuchea and Laos, are regarded as the most vulnerable to communist influence.

Armed insurgents probably number no more than 15,000 but they are believed to have tens of thousands supporters, among civilians, particularly in the north-east, the north and the south.

New reports from the internal security operations command reveal the extent of internal security operations military activities. Government forces clashed 95 times with insurgents in the month ended September 11. They claimed to have killed 30 and to have seized 15 strongholds, with weapons and ammunition. The command said that another 141 insurgents surrendered.

The command did not reveal government casualties but earlier it announced that 250 soldiers, defence volunteers and civilians had been killed by insurgents in the first half of 1980.

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Russians study feasibility of sailing ships

From Our Own Correspondent
Moscow, Sept 22

The Soviet Ministry of the Merchant Marine has ordered a study of the feasibility of reintroducing sailing ships to its cargo fleet to save fuel costs.

The head of a research institute in Leningrad told Tass that sailing ships, used for non-urgent cargo, would help in the fight against sea and air pollution. They would use different routes from powered cargo ships and the institute was now studying ancient sailing maps.

The Russians are considering three variants. In the first, sails would be used only as auxiliary power in favourable winds for conventional ships of up to 17,000 tons deadweight.

In the second, a ship of similar tonnage would have a low-power engine used only for transit through narrow passages, for berthing and when there is no wind.

In the third variant, sails would accord to the latest technology and the engine would be used only in emergencies.

Birth control in India hampered by a bad name

From Trevor Fishlock
Delhi, Sept 22

This is family planning fortnight in India. But the programme has been launched in such a muted manner that its effect is not likely to be significant.

The trouble is that while the country's phenomenal population growth negates economic advances and condemns tens of millions of lives to hopelessness, most of India's leaders are unwilling to grasp the nettle of population control.

It is argued less forcefully now that India can cope with an enormous and burgeoning population by diligent application of new agricultural techniques. India has largely beaten famine during the past 20 years.

It is a country rich in resources. It used to be held that there was no population problem, only an inadequate economic and social system, but this belief no longer has so many adherents.

What is becoming more widely and painfully recognized is that advances are not limitless. In any case, the evidence speaks for itself: in spite of all the progress more

than half of the people of India live below the poverty line. Mrs Gandhi is still very long way from realizing her dream of the removal of poverty.

The sterilization programme during the emergency gave population control a bad name and as a policy it is now in the doldrums. Much time has been lost. During the past year only 1.5 million sterilizations have been performed. In the period of the emergency there were 11 million.

There has been a 60 per cent decrease in the number of intrauterine insertions and a decrease of almost a fifth in the use of other forms of contraception. By the Government's reckoning there ought to be 100 million couples practising birth control—but only 25 million are estimated to be doing so.

During the Janata Government there were references to the benefits of sexual abstinence. A foolish (and some would say irresponsible) disregard of the realities.

In rural India children are important as free labour, and

high infant mortality means there is a need to keep wives pregnant. Men desire sons and will go to any lengths for one after having a string of girls. More over sex is for many Indians the main pleasure in a poor and comfortable life.

Although population control is a disconcerting subject for many of India's leaders, they are being persuaded to address it once more. In a desperate effort to make up some of the lost ground, the Government is working on a new population policy in which it hopes to use maximum publicity to spread the family planning message.

Compulsion is hardly likely to appear in any plan. Instead the talk now is of incentives, education, health care and publicity.

People working in population control feel that the Government is being too cautious. They say that among many people in rural India the bad memories of the emergency are fading and they await and want a new initiative. Even the reluctant and suspicious are prepared to concede that the Government must do something.

From Our Own Correspondent

Delhi, Sept 22

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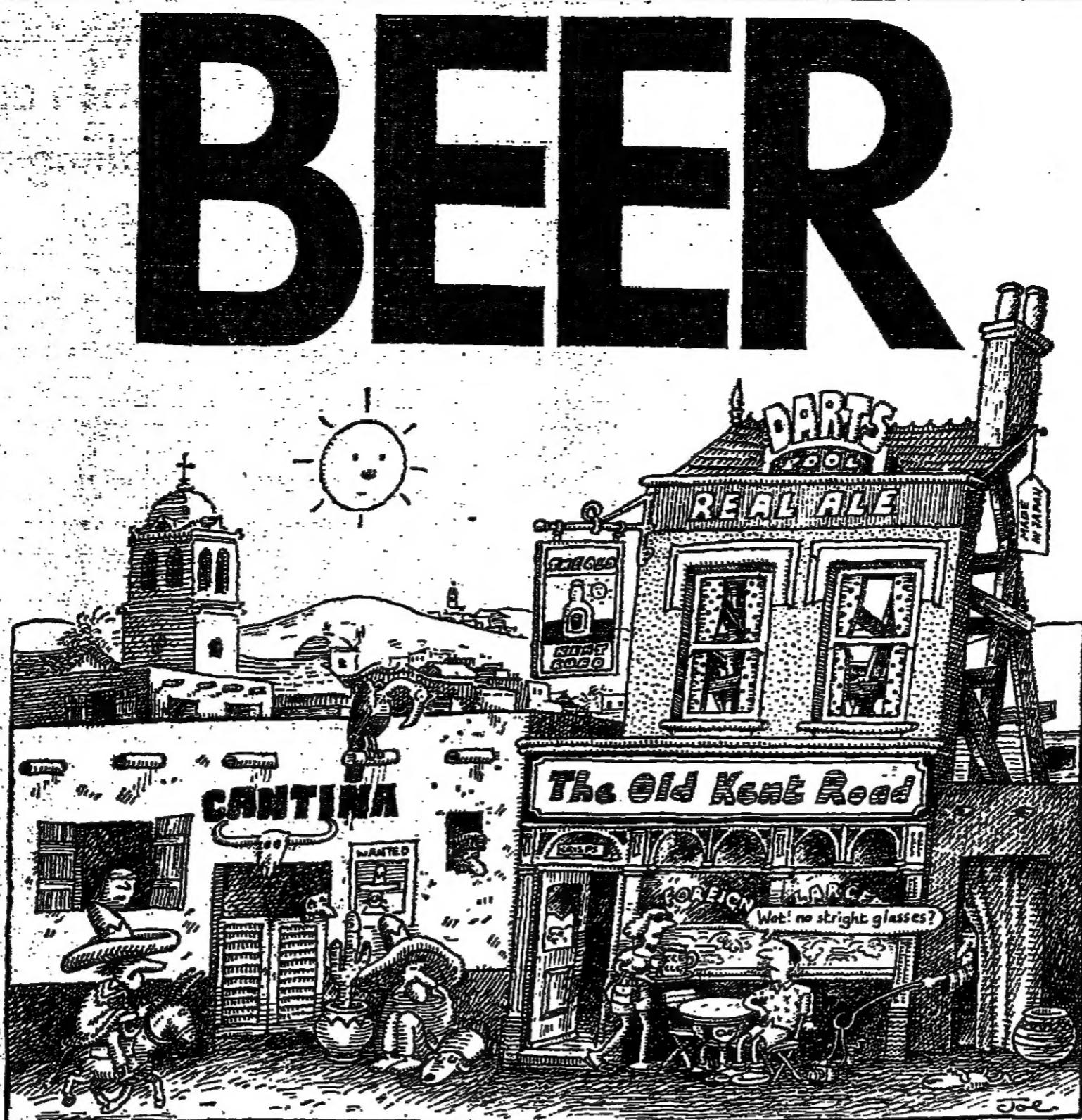
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of unity
tish cabireview of brewing in
ain and abroad

Keener fight for share of static market

tion by Britain's 80 are likely to be more pub next July the brewers could closure than usual this year, even months of the year. The are down 1.8 per cent from the clubs in which will probably have to be added at least 3p a pint duty increase in the next Budget. In Mr. Trevett's view, it will be difficult for brewers to recover fully these costs in clubs are commonly as much as £100 or more, compared with pegged pub pay-outs of £1 for a maximum 5p stake. Profits from the machines, which generate some £350m a year in gross revenue for pubs and clubs, help to subsidise the typically lower club prices for beer.

The Government is studying this problem and it is expected that later this year there will be action at least to reduce the effects of the anomaly.

The brewers' fight for market share in the free trade is proving a costly one because of the various promotional methods adopted, which commonly range from heavily discounted wholesale supplies of beer to extended credit and low-interest or even interest-free loans.

Mr. Colin Mitchell, drinks market analyst at the stockbrokers Buckmaster and Moore, says that beer is probably being sold at a loss in this battle for the free trade. His arithmetic suggests that some brands sell to supermarkets at a loss of more than 3p a pint and in outlets such as clubs, taking into account the effect of brewers' loans and extended credit terms, the loss could be more than 4p a pint.

The brewers contest these claims, pointing out that while some lines may be sold at a loss—especially lager—this is done to persuade the big multiple grocers in particular to accept full range of a brewer's products, including beer and spirits. Given that there could be a profit overall, the brewers contend.

Mr. Mitchell agrees that it can be argued, in view of the present strong competition and the existence of what he describes as considerable spare brewing capacity, that it is acceptable to sell at prices which cover only the marginal, rather than the fully accountable, costs. But he suggests this should be done only for a short period because of the danger, if it were prolonged, of eventually having to raise prices to an extent that would provoke unfavourable consumer reaction.

The brewers will be anxiously watching the customers' reaction to the latest round of increases. Bass has not so far imposed increases on canned beers. This could reflect the existence of ready-agreed canned beer contracts, lasting up to the Christmas period. With the prospect of bigger sales, would suffer as a result of a government-led campaign emphasising the health hazards of alcohol, or by heavy taxation of beer compared with wine because of the increasing EEC harmonisation pressures, remains to be seen.

In the year to last March, beer prices rose at least 20 per cent. As the new price rises started, Mr. Richard Trevett, analyst at stockbrokers W. Greenwell, forecast that in the 12 months to

Friends think it is nice help me in the matter of microbiology and biochemistry, work, being a beer critic; but they would not be where

they are today. Both

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inspiration over a beer or two.

Then there's the question of South German white beer. The man for that is indubitably Professor Doktor Ludwig Neiss, of the Lehrstuhl und Laboratorium für Brauerei-Technologie der Brauerei Weihenstephan near Munich. The professor has a worldwide reputation; he is today very much the father figure of brewing

obliges with a courteous, precise and lengthy explanation of brewing processes. It is a very academic business in Berlin, but cannot

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Van Leeuwenhoek became the first person to see a

year cell because he took

the trouble to examine

drops of fermenting beer

beneath his primitive microscope. And this was in 1680. He submitted his

drawings to the Royal Society, in London, but the

importance of his observations does not seem to have

been entirely appreciated.

Von Liebig was not quite

right about yeast, but in his

book *The Chemistry of*

Agriculture and Physiology

he perceptively drew attention to the work being done

by Munich brewers on the

bottom-fermentation of

milk and silk industries; he

also helped British brewers.

On a visit to Whitbread

in 1871, he spotted un-

wanted bacteria in some

spoilt beer and persuaded

the firm to buy a micro-

scope. Later, Pasteur urged

the patriotic wish of

making for French beer

Hansen, a

reputation equal to that of

an employee of Carlsberg who

through his work on spoilt

beers, made important

advances in microbiology.

Today, the Carlsberg labor-

atories are world famous,

with at least one Nobel

prize-winner among their

old boys.

Possibly the first scientist

to be employed by a brew-

ery was Carl Böttiger, a

student of Von Liebig, who

went to work for Alisop's

in Burton, in 1845. The

firm's neighbour, Bass, re-

sponded by hiring scientists

of its own. One of them,

Concilius O'Sullivan, was

made a Fellow of the Royal

Society, a distinction which

was at the time not nor-

mally conferred on a scienti-

st working in industry.

Another FRS in Burton,

Adrian Brown, gave his

name to the chair of brew-

ing at Birmingham Uni-

versity.

The British School of

Malting and Brewing

Science is part of the

department of biochemistry

at Birmingham. Apart from

degrees in biochemistry, the

department awards an MSc

and a PhD in brewing

science. There are 14

MSc students, also a depart-

ment of biological sciences

and brewing at the Heriot-

Watt University in Edin-

burgh.

The former head of the

department, Anna Macleod,

now retired, has a world-

wide reputation in brewing

sciences. Another British

academic, Professor Michael

Lewis, a graduate of Bir-

mingham, is professor of

brewing science at the

highly-regarded University

of California at Davis, near

Sacramento.

Already renowned for its depart-

ment of viticulture, Davis is

the academic home of beer

science in the United

States.

The two British universi-

ties have also assisted in

the development of exami-

nations for non-graduates.

Such examinations are set

by the Institute of Brewing

and by the Incorporated

Brewers' Guild.

Although the activities of

these two bodies overlap to

some extent, the institute

publishes the industry's

learned journal, and

manages the research found-

ation at Nutfield, Surrey. The founda-

tion is largely funded by

the industry, through the

Brewers' Society.

At places like Nutfield,

beer scientists concern

themselves with enzymes,

isomaltulose, and *Pedi-*

coccus damnosus, but many

of their problems remain

more basic. How to make

beer less fattening? How to

produce a consistent ale

each year, when the crops

of barley and hops vary in

character according to the

weather? As Anna Macleod

once said: "The chemistry

of hop resins is an organic

chemist's dream—or night-

mare, according to one's

point of view."

Michael Jackson

Editor, *The World Guide to Beer*



Derek Harris
Commercial Editor

Cartier-Bresson

M.J.



Greene King cask-conditioned (or "live") beer is served straight from the barrel at the Jolly Waggoner in Ardley, Oxfordshire.

Size is not everything

The little men are selling more and making more money

For brewers through much of the 1970s small has undoubtedly been beautiful. Not only have the smaller brewers been selling more beer and investing in expansion schemes to keep up with the demand but their profits have been high compared with those of the big brewers.

The 10 most profitable brewery companies in ICC's *Business Ratios* latest sector survey* were all small brewers except for one of the three regional brewers. This was Wolverhampton and Dudley, which has made a name in the trade for the almost fanatical care it takes of its beer conditioning from brewery to retail outlet: among the regional brewers its pattern of activities also at least resembles those of the big national brewers.

The two best performers in the survey, and at the top in all three years covered by it, were two particularly small brewers—T. D. Ridley and Sons of

* ICC *Business Ratios Report on Brewers, 1980 edition; Inter Company Comparisons, London (EES).*

The big brewers are continuing the success of the recent opening at Newcastle upon Tyne of a new brewery by the Northern Club Federation which primarily supplies clubs in the Northeast and whose shareholders are the clubs themselves. The Fed, as it is known, is noted for the low cost of its beers, undercutting other brewers by as much as 3p a pint at the club bars.

For the moment the new brewery at Dunston will produce about 50,000 barrels a year to replace lost old capacity but double that is possible and with some extension production could go to 200,000 bulk barrels annually. There are plans for expanding distribution further south.

Another form of competition is growing apace. The are now so many new small brewers, some producing only for their own pub or small scale for a group of outlets, that more than 40 have banded together in the Small Independent Brewers Association.

Its secretary, Mr James Lynch, joint owner of Bourne Valley Brewers near Andover, says it has been hard lately to keep up the rate of new entrants into the brewing industry.

But the smaller brewers are finding an increasing trade outside their traditional geographical areas as the number of free-trade pubs grows. With beer buffs willing to pay premium prices at the bar it can make more sense of wider distribution, which is why names like Samuel Smith of Tadcaster, Greene King of Bury St Edmunds and Rods of Rutland have been appearing well outside their usual territories.

Some of the smaller brewers, now their production capacity has been increased, are also selling into the take-home trade, although like the big brewers within their own natural geographical areas, they have to accept lower profit margins in selling that product. It is estimated, for example, that he lost about 6 per cent of the sales it once had.

Cask-conditioned beers of the kind the big brewers seek out has thus taken a bigger slice of a largely unpreserved sector, although new brews among the big national brewers could now be starting a climb in the overall sales graphs for the brewing trade in general.

A potent and growing in-

A slight hiccup.

Derek Harr

A drain on profits

The price the big national brewers pay for being innovators

An irony of the rôle played by the big national brewers is that their profitability is often markedly inferior down even by as much as a half—compared with smaller brewery companies or even the three larger regional brewers, Greene's, Whitbread and Dudley.

With the big brewers taking in the British operations of Arthur, Guinness and Sons and Carlsberg-brewing about 80 per cent of British beer, they have been accounting for the lion's share of the industry's investment in beer production and distribution. This has been running at well over £200m a year for some time but the scale of expansion is tailing off.

It is, to an extent, the price they pay for being the main innovators in the industry, as with anticipation of the lager boom, and more recently, developing the so-called light low-carbohydrate beers. Not only product development costs are involved, but also advertising expenditure to develop new sectors into which, once they are proved, smaller brewers can then make their own way.

The large brewers are key suppliers to the low-margin supermarkets but they have also tended, proportionately, to invest more heavily in production capacity, creating a special burden in times of high interest rates where loans have been involved and with depreciation charges higher.

Among the big six—Bass, Allied Breweries, Whitbread, Watney Mann and Truman (part of the Grand Metropolitan group), Scottish & Newcastle and Courage (part of the Imperial Group)—Allied has been particularly affected by high interest rates, although this is partly the initial effect of its Lyons' acquisition.

It was the brewer's shrewd anticipation of the switch to Lager—a sector that has gone from a less than 10 per cent market share to the present estimated 30 per cent—which probably saved them from greater import penetration in the past few years. Imports will account for only 4 per cent of all types of beer drunk in Britain.

The high cost of imports from abroad is a factor in this but the British brewers were early developing their own local or in some cases international brewing arrangements to brew continental lagers under license. With brewers in control of this, one wonders what they sell with genuine pride.

But the Whitbread brewery and Courage's new Reading brewery—which

the long term reduce the new community to foreign imports.

A decline in the number of public houses tied to the big brewers could be offset to some extent. Established brewers are largely favoured for getting licences for new publics, wherever there is no housing development or redevelopment in city centres.

It is, however, the higher volume sales, which, in turn, help to fuel sales growth, as the publicans expect 10 per cent of the market by 1985 and 50 per cent by the turn of the century.

If, however, the Whitbread projection—then the brewer may have got their sums right on capacity, it is likely to be as a result of the recent merger of Courage and Whitbread's Major plant at Reading, which is to be used to produce ale—a fact.

It is, however, to remain largely a summer drink.

But the future could be more closures of older breweries after Courage's plan to close its London brewery and bottling plant on the south bank of the Thames.

Part of the aim is to improve Courage's dull product performance but it will also release cash for investment.

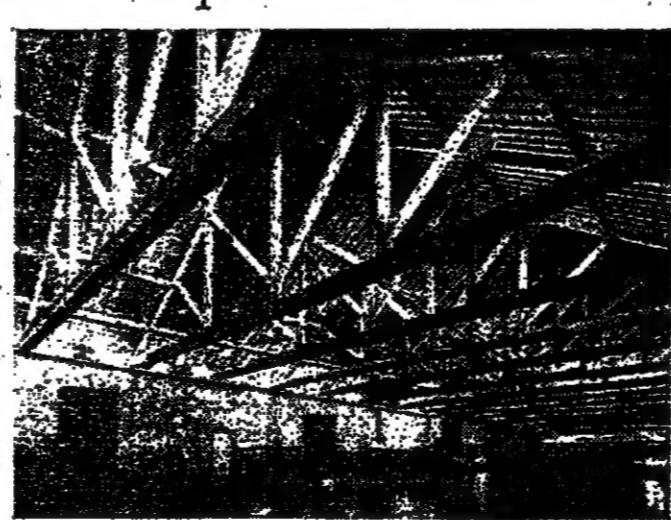
Mr Neil Scourse, director of stockbrokers Fieldings, Newcastle, believes the Courage closure is a brave recognition that generally speaking the overcapacity problem relates to non-lager beers and the over-reliance of the industry on older plants rather than to the recent new-building programmes.

The big brewers' search for new markets and methods is likely to be sharpened as competition increases in today's difficult marketing conditions. One will be pursued increasingly by new-buildings of high original gravities; effectively concentrated beers which can be distributed more cheaply, being watered down to normal strength when they reach the area of sale.

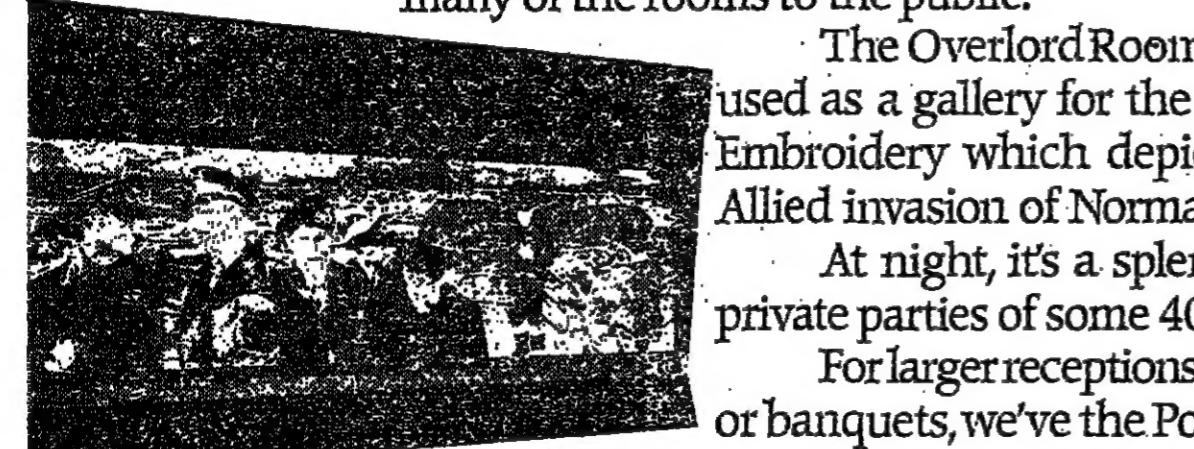
With fuel costs rising it could become an increasingly important technique for brewers selling nationally.

But it might also make other exporting more attractive in an area of expansion where the industry has no so far shown.

D. H.



We're happy that at least part of London's history lives on. The Chiswell Street Brewery, in the City of London.



Finally, we come to the stables. Here, the famous Whitbread Shire Horses have their home.

These splendid animals still deliver beer to local customers.

And on ceremonial occasions they draw the coaches of the Lord Mayor and the Speaker of the House of Commons.

The Speaker's Coach, by the way, is on public display at the Brewery.

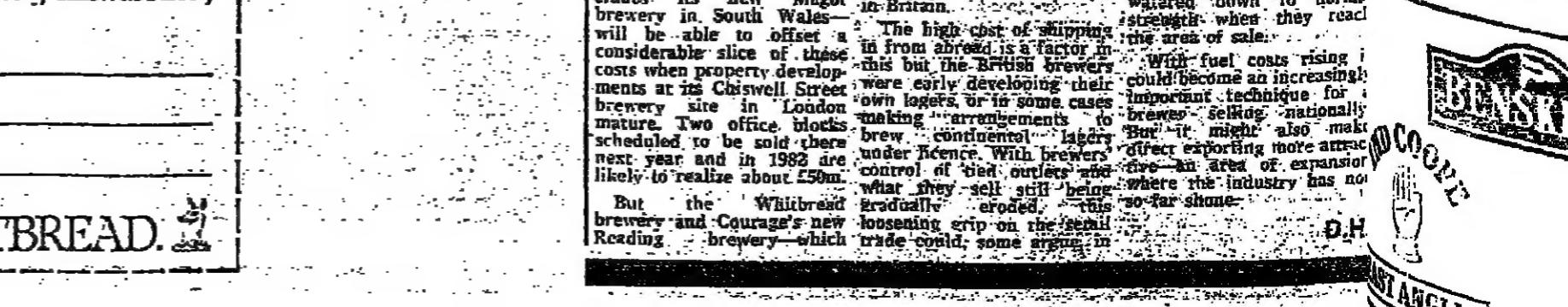
We're happy that at least part of London's history lives on. The Chiswell Street Brewery, in the City of London.

Please send me further information on the facilities you can provide. To: Functions Office, Whitbread and Co. Ltd, The Brewery, Chiswell Street, London EC1Y 42D. Telephone: 01-606 4455.

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THE PORTER TUN ROOM, WHITBREAD.



STANGA
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"What two ideas are more inseparable than Beer and Britannia?"

Sydney Smith 1771-1845.

The English beer drinker has had a pretty consistent idea of what he expects from his pub for some seven hundred years.

He expects good beer, of course.

But he also expects the pub to be a place where he will immediately feel welcome and at home. (The very name Public House promises a degree of hospitality that an American bar or a French Café cannot equal.)

And he expects an individual place. A place with sympathy with the character of the locality, a place that reflects the personality of the landlord and of the locals. Amazingly, during seven centuries of change and turmoil, the English pub managed to meet these expectations.

And then—in the 1960s and 1970s—fears began to be voiced that there had been a break in the tradition.

A slight hiccup.

In the growing prosperity of Fifties and Sixties there was an tendency to assume that the average consumer and the average beer drinker were the same person.

The average British consumer was delighted with the sorts of large scale products and the convenience and safety of the supermarket.

But when he went into the pub he stopped being the average British consumer.

He wanted his pub to reflect his own individuality.

Although he welcomed the consistent quality that keg beer brought, he didn't want to see his old beers disappear. In fact, his loyalty to ordinary everyday bitter never wavered. In spite of the popular success of lager, the proportion of bitter sold remained remarkably high throughout the 1970s. And the beer drinker also heard through groups like CAMRA.

The message from the beer drinker was that he wanted choice. He welcomed keg beer and lager. But he also wanted greater variety. He was concerned by the trend towards uniformity in beers and pubs.

Restoring the tradition.

Ind Coope responded early to the demand for a return to traditional values. The introduction of Ind Coope Draught Burton Ale was a welcome sign that the drinker of traditional ale that his message had been received.

Today, Ind Coope is initiating a major programme in London and the South-East which will increase the individuality of the pubs and restore local control to the customers.

Our aim is to take the very best from the past. We will build tradition to create the future. We will decorate and sign each pub in order to reflect its character and help to restore its individuality.



The return of some good old names.



Taylor Walker. First established in 1730, the Taylor Walker headquarters have never moved beyond the sound of Bow Bells. Today, Ind Coope Taylor Walker Ltd operates from premises in Clerkenwell. Londoners will be glad to see the name revived and the Cockney splendour of their pubs restored.

In the Northern Home Counties, beer drinkers have already

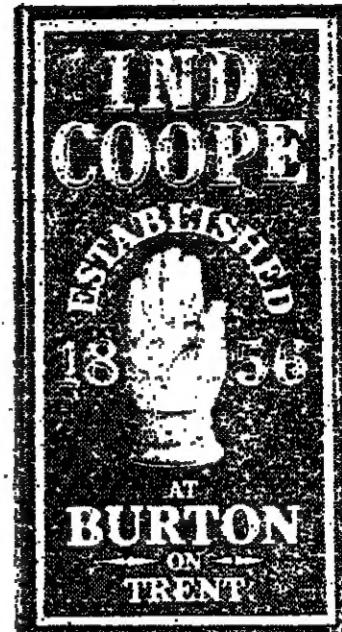
welcomed back an old friend. Benskins bitter arrived last June in the Ind Coope Benskins Ltd pubs.

Ind Coope Romford Brewery Company Ltd brews draught beers for the other Operating Companies—to their individual specifications. It also has complete responsibility for keeping the customers happy in its own small estate of pubs in the



Romford area.

Further afield in the Eastern Counties, customers now have the opportunity to sample fine Burton draught beers in the distinctive houses of Ind Coope East Anglia Ltd.



Throughout London and the South-East, pubs and restaurants managed by Little Inns Ltd offer good food and pleasant service at sensible prices.

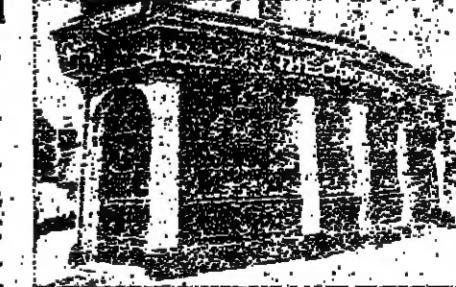
A new role for Ind Coope.

We are now a family of Companies.

As the founding father, Ind Coope Limited has a key role to play.

But, like any responsible parent, we will stand by our offspring. We have no intention of fading from the scene.

Ind Coope pubs will continue to trade alongside Friary Meux, Taylor Walker and Benskins pubs. (You will recognize them by their distinctive green and gold livery.)



Each pub, whichever the Operating Company, offers a wide choice of draught beers and lagers. These include famous names like Skol, Double Diamond and Lowenbrau.

Each pub carries a range of bottled and canned beers, wines, spirits, minerals and mixers that is second to none.

And with all this choice, you have local bitters too.

A history lesson.

The lesson of the past two decades is well taken by Ind Coope.

We are reminded that at the centre of the whole increasingly complex business of brewing, marketing and selling beer there's one fundamental which must be respected.

It's the relationship between the English beer drinker, his pint and his pub.



Ind Coope Limited.



IND COOPE EAST ANGLIA

FRIARY MEUX

TAYLOR WALKER

ROMFORD BREWERY

IND COOPE

EAST ANGLIA

FRIARY MEUX

TAYLOR WALKER

ROMFORD BREWERY COMPANY LTD

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Where hops mingle with the grapes

Froth as well as wrath in Steinbeckland

We were in Steinbeck country, in California, climbing a mountainside thick with redwood, madrone and manzanita. My companion that day, Mr Fritz Maytag, grows Chardonnay, Cabernet and Zinfandel grapes on the mountain, but his great vision is not his vineyard. It is his brewery. "I suppose that is because my family originally came from Germany," he said.

In California there has been, in the past six or seven years, a growth in the number of small and respected wineries. There has also been a fresh interest in small-scale, traditional brewing. The two seem to go hand in hand, as they have done recently in English counties like Sussex, Hampshire and Avon.

The making of traditional beers is enjoying a revival in several countries, and Mr Maytag is a leading force in the movement. As a student, he enjoyed San Francisco's unique "steam beer", which is the product of a strange frontier-style of brewing, incorporating fermentation at warm, ale temperatures but with lager yeasts. "Steam" was allegedly the name given to the pressure which was released when a cask was tapped.

The last producer of steam beer, the Anchor brewery, was about to go out of business when Mr Maytag developed a taste for the stuff. With no brewing experience, but with some business knowledge and financial resources of his own, he bought the brewery.

That was 12 years ago. Since then, he has worked ceaselessly to perfect his craft.

Like many a small brewer, he has often slept the night on the premises. His success has been such that, if they clean their breweries, they may recently built a new brewery, twice the size of the old one, and his beer has been manipulating some of the subtlest processes of life.

Several monasteries and one convent operate substantial commercial breweries. In Belgium, four or five Trappist monasteries have even their own distinctive style of extra-strong ales, which are often given a dosage of yeast as if they were champagnes.

Belgium has the world's

most idiosyncratic selection

of beers. Brewers in the

Sainte Valley, to the west of

Brussels, defy the first canon

of their craft and intentionally leave their premises

dusty and dusty. They are afraid that, if they clean

their breweries, they may

dislodge the magical micro-

organisms which are said to

exist in the grain. Both are

capable of great delicacy,

and it is to the drinker's

disadvantage that beer is not

always explored in its great

variety.

The counterparts of white

wines, in that they often

have a lighter and more

refreshing character and are

usually served chilled, are

the bottom-fermenting styles

of beer, collectively known

as lagers. This method,

which, if properly carried

out, involves several days

of storage at low tempera-

tures, was probably invented

by brewers who had access

to icy caves in the Bavarian

Alps. It is first mentioned in

1420, in the minutes of the

Munich City Council, but it

was not perfected until the

1840s, a period during which

industrialization and the

growth of railways enabled

it to spread through German-

speaking Europe.

Emigrants from Europe

during and after the

hungry forties" took this

method of brewing with

them to the New World,

especially to the mid-west,

where the Great Lakes pro-

vide plentiful ice.

There are several classic

styles of lager, each deriving

from a different town. The

style of Pilsen was the most

imitated (and often badly)

because it was the first

golden-coloured lager and

happened to become widely

available at a time when

most produced glasses were

replaced drinking vessels

made from opaque materials.

Known today in Marzen

and Oktoberfest beers.

It is also made bitter

with hop oils produced at the

brewery, by a method of

steam distillation similar to

that sometimes used in

the production of grappa.

Finally, at the maturation

stage, dry hops were added

to provide an aromatic

finish.

The beer had survived

beautifully. It had all the

marks of a first-rate brew:

the bouquet; the uneven

head produced by natural

carbonation and leaving froth

down the sides of the glass;

the soft but sustained

mouthfeel; the complex rela-

tionship between the dry

bitterness of the hop and the

sweetness of the malt.

Mr Maytag said that, though the brewery from

which the Burton came had long ceased to exist, its successors were said to be producing an India pale ale somewhere on the east coast. It is true. As if it were some long-forgotten celebrity, thought by some admirers to be dead, and by others to have retired, and the subject of reports of vestigial sightings. Ballantine's IPA has been living in quiet obscurity but excellently health at a brewery in suburban Providence, Rhode Island.

Like a piece of architecture, an idiosyncratic beer feels out of fashion, and has to survive a long period of the brewer's life, always at the risk of sudden extinction, before it can be deemed to be worthy of preservation.

For all the painstaking

research that has been done on the subject, brewing remains less of an exact science than it is an art.

"Only recently have we begun to understand what a remarkable art it really is," Professor Anthony Rose, a microbiologist wrote in the *Scientific American* some years ago. "The brewmaster, by trial and error, has been manipulating some of the subtlest processes of life."

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The original pilsener has a

beer from the Duyck

family brewery near Valen-

cies in northern

France. Photograph: Jon

Wyd.



A top-fermented speciality from the Duyck family brewery near Valenciennes in northern France. Photograph: Jon Wyd.

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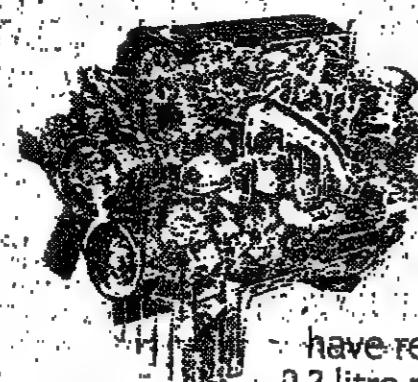


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WHY CHANGE A PERFECTLY GOOD ENGINE?

In a Mercedes-Benz no single feature is over-emphasised at the expense of other features. Braking efficiency is considered just as important as top speed.

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Boosting the power and economy of the existing 2.3 litre 4-cylinder engine would have been breaking this golden rule.

New stresses would have been introduced and these would have adversely affected its reliability.

The demands and technology of the 1980's produced the only answer: a completely new engine with a completely new gearbox to match the efficiency of the new power plant.

It may have been cheaper to tweak the existing 4-cylinder engine at the expense of reliability and fuel economy.

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But then, easy is not a word you'll find in the vocabulary of a Mercedes-Benz engineer.



MERCEDES-BENZ ENGINEERED LIKE NO OTHER CAR IN THE WORLD.





Territorial army soldiers of the 6th Battalion Royal Regiment of Fusiliers on exercise Crusader.

Into battle with the part-time Crusaders

Many lessons are being learned; many snags are being encountered.

doing superbly with all the traditional sense of humour and happy form of discipline based on a mutual respect which has always characterized the TA.

"I've done about 22 years now and change my decision to resign regularly once a year," said Colour Sergeant Keith Murphy, whose cuisine for his soldiers based on concoctions plus locally purchased supplies could only be described as well worth a diversion, even if a little fatty.

"It will be all right now that we have settled down to a routine—even if it is one of no sleep at night and not much during the day," said a sergeant from the commanding officer's personal bodyguard.

The special qualities of a TA battalion like 6 RRF were demonstrated when one of the four-ton trucks rolled off the side of a narrow muddy track in darkness, turned over two and a half times and came to rest against a tree with 18 men aboard.

John Chartres
The author served in the Territorial Army between 1939 and 1966.

Company Sergeant-Major George Michelson, in civilian life a member of a mine rescue team at Ashington, led the first

aid work with the company commander, Major Raymond Butler, a comprehensive school teacher, and several young fusiliers who had first aid experience through their work in the pits.

The casualties were taken to the little German civilian hospital at Halle only slightly injured physically but all deeply shocked.

Ten of the fusiliers stayed with them all night helping to nurse them, keep a check on anti-shock drip treatment and then stayed to cook breakfast for everybody and wash up afterwards.

Some of the battalion's young recruits, living and sleeping in the open for the first time, are having to learn the physical demands of this sort of thing, particularly when they have to wear NBC (nuclear, biological and chemical) suits and gas masks in the bright sunshine and high temperatures which have blessed the exercise so far.

The fatigue problem is probably the most serious that the TA has to face in Exercise Crusader, particularly when it affects vehicle drivers. May wise senior officers ensure that the TA drivers get adequate sleep before the long haul home to Britain begins at the end of this week.

John Chartres
The author served in the Territorial Army between 1939 and 1966.

A sorry tale of a sorrier cause

There is something more to be said about the Welsh television business, and those who are inclined to raise an eyebrow at the sight of me saying it should reflect that I am extremely well qualified to do so: like a very large majority of Welsh men and women I do not speak the language and have no intention of learning it, and like an even greater majority of the people of Wales I have no intention of ever switching on my television set if a programme in Welsh might then come out of it.

In this fully representative capacity, therefore, I wish to say that the Government have probably done the wrong thing, and have certainly done it for the wrong reasons. In the first place, the Conservative Party should never have promised, during the general election, to force a Welsh-language television channel on a large number of people who do not want it, in the interests of a small number who claim, many of them spurious, that they do. But even though the party did make such a promise, the Government would have been fully justified in saying that, although they had indeed thought it right to set up something like a Welsh television channel, subsequent to the election, to say nothing of the economic situation, had caused them to change their minds. For there is nothing necessarily dishonourable, and certainly nothing surprising, about an incoming government finding on taking office that it is impossible, inadvisable or unnecessary to carry out a promise made in good faith during the election.

But that, of course, was not what the Government did. They first made the promise; they then announced, without giving any reasons, that they had changed their minds; they next declared that they had changed their minds again and proposed to carry out the original promise after all; and they finally admitted that this last reversal was prompted by their fear of violence from the extremists. At some point in this stalemate, Mr Griffiths, one of those Welshmen who give Wales no mind Welsh nationalism, a bad name, at any rate among those who dislike priggishness and fanaticism,

especially when combined in the same individual, announced that he would starve himself to death if the election promise were broken; it seems that this too, influenced the Government (certainly in the sense that such an action would inevitably increase the likelihood of violence), even though Mr Evans had not yet started on his fast; fast, let alone accomplished it, and though in addition to the precedent of Mr John Shepherdson—self-styled Sean Macfadden or some such rubbish—suggested that in the event the prospect of fast and toast might prove more inviting than that of martyrdom in a bad cause.

And the cause was bad, and still is.

For it was not the cause of the Welsh language.

The diversity of the peoples of mankind, and the celebration of so much of that diversity by means of language, could well be a cause worth dying for; the totalitarian lust to force upon an unwilling majority the language of an unscrupulous minority certainly not.

While the uproar was at its height, a reputable opinion-poll taken in Wales discovered that well under half even of the very small minority of Welsh speakers wanted a Welsh-language channel; and one correspondent to this paper put it:

"I am a fluent Welsh speaker, a teacher of Welsh and a person who is active in public life. I speak to scores of people every day and not one has spoken of the fourth channel other than to condemn it as rubbish and a waste of money.

But the badness of the cause, and of the brutes who are willing to carry it to victory by violence and intimidation, and of those who are willing to condone or even encourage violence even though not to take part in it constitutes my only subsidiary theme today.

My chief complaint is that the Government, by first dithering for months and then conceding on the worst possible ground what was demanded, have set a precedent that is both dangerous and abominable.

It will be clear that, in coming to this conclusion, I diverge sharply from the view of *The Times*, as expressed editorially at the end of last week. In between, there has come news of the discovery, by the police of a plot by Welsh extremists to put fire-bombs in various parts of London. To judge from what has so far been revealed, the threat did not seem very serious—but I have no doubt that the people behind it were.

I do not, however, base my opinion on that episode. I base it rather on the whole history, these two decades and more, of urban terrorism for totalitarian ends, which history leads me to conclude that, so far from Welsh fanaticism being mobilised by the Government's surrender, it will be intensified.

Could there have been a clearer rejection of the facts, than

as the vote in the devolution referendum when Wales voted by four to one

against even the limited extra autonomy that was proposed in that measure?

And did that stop the fanatics damaging television studios and installations, and embarking on a campaign of arson?

And did it stop the soggy crew who thrill to the violence of others from sympathising with those who commit it?

It was, despite the author's decision that the fanatics behaved as they did, but because of it. The people of Wales do not want devolution? Then we, the real people of Wales, will make sure that they damned well get devolution whether they want it or not.

(There is a close parallel here with the Labour left, who know perfectly well that Labour voters do not want their policies, and are the more determined to ensure that theirs will be the only Labour policies on offer.)

And the same will be true. I'll be bound, of the Government's decision over the television channel, it is true (and herein lies the strength of the editorial view) that the breaking of the election promise had offended many Welsh people, and that many of them, now otherwise disposed (Mr Evans himself, say) might well have found themselves doing so if the terrorism could be presented as a reaction to betrayal rather

than a matter of how many hours of screen time, in peak viewing hours, should be commanded on behalf of a small minority. And it is also true that many of those Welsh people who would not condone terrorism even in those circumstances (people like Mr Wynford Vaughan Thomas and Jan Morris) were so disaffected by the broken promise that it could only, in the long run, harm the essential unity of the United Kingdom.

But against these considerations must set the terrible truth that the fanatics do not know or appreciate. A substantial concession by government involving a complete reversal of a recently established policy, can and will be seen as a weakness to be played on, not as a sensible decision to be welcomed and responded to. It is said that such a concession, even though it may leave the fanatics unopposed, will isolate them from the majority, who might otherwise have been recruited in sympathy with them. I hope the argument will be found convincing by the relatives of the first person to be killed by fanatics in Wales, and indeed by those of all subsequent ones.

I really think I shall have to ask the compositions of this newspaper to set up in standing type, for the Peking Days, we are told, does for the clichés of Chairman Hua; those words that I have used I know not how often, and shall go on using until I repeat them for the last time on the gallows (thus incidentally, proving them right), that where tyranny is concerned, the apposite ditty goes by what it feeds on:

I believe it was wrong for the original election promise to be given. I have an open mind on whether, having been given, it should have been kept. I am convinced that having been broken, it should have stayed broken. And I am absolutely certain that for it to be repaired only because violent fanatics had threatened fanatical violence was a very serious mistake, which may yet prove not only serious but bloody.

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Before reading, please wash your hands

The first international conference on the conservation of library and archive material means in Cambridge this week. For a thousand years there have been concourses, conferences, and even parliaments to deliberate on what should be printed and what destroyed.

This, however, is the first international gathering to discuss the substance of the matter—the paper itself. Whereas previously there may have been undertones of repression and compulsion, this conference will be open, ecumenical and non-political. How refreshing!

The job in hand is to save to save from water and from fire, from strong light and rising damp, from the heat that dries out and the humidity that moulds, from rats, worms, and other vermin but above all from the men and women who read, for it readers who are, and always have been, the most persistent and determined destroyers of books.

Observe, if you will, the omnivorous, student travelling home by bus or tube, a half-eaten apple in one hand a volume clutched in the other. To him a book, whether bound in paper or in gold, has always been a hollow cup from which to drink the wine and then discard. He has not changed since Chaucer's time.

There is an early woodcut of a monkish scholar, his book forced open upon a shelf at eye-level height. Should that volume still survive, how many times since then has it been rebound, how often truncated to take the binder's cord? How well, or otherwise, has that compacted web of fibres, rags—its paper—repelled the greasy residue from centuries of unwashed hands?

Though cleanliness is next to godliness, ancient ecclesiastical gilders show how far it lagged behind. They also show

The answer is with book



Tearing a book to shreds, from a lithograph of 1840 by Travers de Villiers.

collectors for they are non-readers. Occasionally they may put a volume at risk by opening it but most of their days are spent searching shops and bookstalls, and at present all the books left for less serious bibliophiles may be the only people who really care.

Such a radical plan would require legislation, but it is a course of action that any government might consider for how less unpopular than raising the price of school meals?

Tactically it could also be an acute move as both Mr Healey and Mr Foot are enthusiastic collectors and avid dealers of desirable books released immediately before the next general election might be a distraction with far-reaching political consequences. These, however, are considerations which hardly fall within the scope of an international conference.

Ben Weinreb

The author is a dealer in antique books.

MIDLAND DIARY

Potter's right royalty gesture

Television dramatist Dennis Potter is, as the saying goes, prepared to put his money where his mouth is. As a dedicated board member of Severn Sound, the independent radio station which starts broadcasting at the end of October, he has assigned his radio rights, of his existing plays.

As a result of this gesture, and with the station yet to make itself heard in the area from Malvern to Dursley and from Ross-on-Wye, where Potter lives, to Cheltenham, it has already received revenue of £2,000.

Despite other commitments here and in the United States, plus the crippling effects of psoriatic arthropathy, which would have finished most other men, Potter has been active in the basic planning of the station. His belief that local radio and quality can be synonymous—not always obvious in the output of other stations—will mean that Severn Sound will not be devoted entirely to pop and prattle.

Colleagues at Gloucester, where the full staff assembled for the first time yesterday, say he played a crucial part in putting together the tender document which won the franchise.

"It was beautifully written," said one. "It made Gloucestershire come alive on the pages."

This will not be Potter's first involvement with radio. He joined the BBC after graduating from Oxford, and the association did not last long and he left for journalism. Although the BBC screened several of his highly acclaimed plays there came another well reported rupture and his decision to take control of the production of his work.

Potter has a decidedly low opinion of BBC management. It creates so deep a malaise, he says, "you can feel it when you go in the place". Severn Sound is unlikely to suffer any such defect.

Mighty mites

Princess Alexandra will represent the Queen on November 1 at a special service of rededication at the restored St Philip's Cathedral, Birmingham. Small benefactors not noted for their wealth made a significant contribution to the restoration appeal, which has so far raised more than £400,000.

A retired woman teacher living at Edgbaston, for example, raised more than £4,000, or one per cent of the total. Most came from a summer fair and a supper evening which she organised.

These stringent times, when industry can barely keep afloat, let alone make substantial contributions to charity, the widow's mite is as important as the small change the once wealthy industrialist can now afford.

St Philip's, which was started

in 1708, is the Church of England's only, baroque cathedral. Before restoration, provided a new

infilling, the building is now a solid, well-preserved structure. The improvements include extending the chancel and creating an open-plan office running the length of the north gallery. A five-storey complex in the north-west porch provides cloisters, a flower preparation room, a secretary's office and a "robing room" for the choir.

For the first time the vergers are getting their own office, an indication that everything surely comes to life when

First ice age

New light will soon be thrown on a neglected aspect of English country house architecture and technology, the long-forgotten ice house. These deep, underground chambers were used to store ice which was collected from ponds, water troughs and rivers. When properly packed in layers of straw in the soft deep ice will remain frozen for two years.

Indeed the availability of ice out of season brought a revalley of the country houses, which in many ways was as dramatic as the introduction of the domestic deep-freezer of recent years.

Not that everyone at the time was in favour of this new-fangled gimmickry. As Cobbe remarked in 1822: "it is hard to imagine indeed what anyone should want ice for in October". Like this, except for chessmen, hotel tea, and down-upon-and-down-upon stockings in winter.

The ice house went out of use before the turn of the century and these days, and even now, are often

indeed popular. And those who wonder why these houses made them were, as ever, and a liberty. The answer was simply to keep their bottoms warm.

Arthur Crampton

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HE STRUGGLE FOR POLICY

Labour conference at Blackpool next week will be one of the most critical in the party's history. If the leaders manage to re-arrange the three changes that seek to alter the party's constitution so that it future the party should no longer be seen by the parliamentary party, the National Executive Committee should become solely responsible for the election manifesto, and MPs would have submitted themselves to a full election procedure before being again at the election. It will be hard to imagine that Mr Jenkins could have any future within the Labour Party. But that is precisely what the gang of three want and expect. Their statements have been shot in a battle they are continuing to fight within the party. Their public stand has, however, been evidence that the disaffection goes beyond a former Cabinet minister and his friends, all of whom had left active politics. Now the statement of the twelve indicates that it goes beyond three members of Mr Callaghan's Cabinet. The gang of three are not chiefs without Indians.

In their statement the twelve express their dissatisfaction with the drift of policy within the party, but they place the emphasis upon structural change. That is the second significant feature of their pronouncement. Many of the reforms they seek are desirable. They want to involve far more Labour voters in the workings of the party and they are not happy about the relationship with the trade unions. These two criticisms go to the heart of what many people feel is wrong with the Labour Party these days: that it represents too much of the average Labour voter.

The difficulty with their prescription is that if all their ideas were put into effect the immediate consequence might be quite the contrary of what they want: not only to open the party to the greater influence of Labour voters but also to examine the block vote of the unions at conference. If the constituency parties were made

truly representative of Labour voters at the same time as the block vote was abolished there would be little need for further need to extend the party. It would be especially optimistic to hope that the party's policies could be transformed like this in the short term. The paradox for Labour's right-wing is that while the block vote is indefensible in principle, it is in practice necessary to keep the party on an even keel.

But the twelve are surely right to believe that the right-wing cannot simply rely for ever on the block vote to win their battles for them. This means that they must join issue more directly in the struggle over policy. There is a danger that next week's conference will be seen too much in terms of the constitutional wrangles and too little in terms of policy questions, some of which will be critical. Whoever leads the party in the next session of Parliament will need to concentrate much of his attention on giving Labour a clear and coherent policy.

Mr Peter Gluck's H. G. Wells Memorial Lecture last night was critical. He was widely interpreted as his bid for the leadership if there is a contest in November. He would be neither the most likely nor the most appropriate leader for Labour at this time. But at least he was offering the party a strategy. It is one that is open to many criticisms. It would seem, in particular, to involve too much detailed interference with the investment plans of industry and his proposals for import controls would create still more difficulties with Britain's European partners. But it was a contribution to the right kind of debate for Labour. It will be better for Labour if the party is not so diverted by the battle for power over the next year that the more moderate leaders within their ranks have no time to think of how policy should be developed.

ESCO NEEDS CAREFUL WATCHING

UNESCO general conference begins in Belgrade today. The culmination of several unsatisfactory discussions proper attitude to information and communications in the world. The debate has been led by a general feeling developing countries that is hardly served by the present system of internationalizing, since most of the main organizations are western in orientation; they that information about developing countries tends to be superficial or sensational and to focus on the shortcomings rather than the strengths of the countries concerned. Much of the communication from governments is not like being criticized, but the complaint is justified. There have been some sharp differences between advocates of the new approach, with emphasis on the ability of information and communication to report unpalatable and supporters of closed systems in which information is controlled by government. Many developing countries have adopted the closed approach, and as led to very reasonable in the West that Unesco ought to become an agent of greater freedom of information, of greater restriction of the worst fears have been realized so far, but because of firm western insistence. At the last general conference, two years ago, a declaration which would have been very restrictive was initially modified. But since

then the still very restrictive statement on the practical issue of report of the International Commission for the Study of Communications, presided over by Mr Sean MacBride, has been published; and that though a mixed document which reflects the membership of the committee, it is containing something for every point of view, has much in it that could be taken as inaccurate. The danger is not so much that Unesco itself will decide restrictions on the activities of the press. Its resolutions have a binding force, and in any case governments—see already free to impose restrictions if they wish. It is that Unesco's decisions can be taken as giving governments authority to put a clamp on information or on the activities of reporters.

The main outcome of the meeting is likely to be the setting up of a new mechanism, to be run by the Unesco secretariat, which will have responsibility for dispensing aid for the training of journalists and for the installation of new equipment. On the face of it, there is nothing about that that could be quarrelled with. No one, least of all in the West, disputes the need for practical assistance of this sort and for a better flow of information from the developing world. What has to be watched, however, is the possibility that a mechanism of this sort, with large funds at its disposal and ambitious international bureaucrats running it, could become an influential force, encouraging the notion that Unesco is to be seen as an area for active government involvement.

The aim of western countries, therefore, should be to concen-

nation's health

Dr Kenneth Barlow and Dr Geoffrey Taylor

be statement by the Secretary of State for Health and Social Security that the expenditure needed to meet the recommendations of the Royal Commission on Inquiries into Death, under the chairmanship of Douglas Black, the President of the Royal College of Physicians, "is unrealistic" and that he does not endorse the group's recommendations (report, August 30)—is the very great savings likely. Now a correct reading of pre-existing information and of subsequent possibilities in pre-existing medical evidence.

In the First World War the Danes, blockaded by the Allies, had a population of 2.5 million at time comprised three and a million people; in addition were then five million donkeys. Both depended on imports from the United States. The Danish Government for advice to Michael Hindmarsh, the Superintendent of the Institute of Food Research, advised that the Danes could have 2.5 million yearly by changing to a more nutritious diet and cutting unnecessary imports of feeding stuffs for animals and human beings. Meanwhile, the West German estimate that they could save £430m yearly by preventive measures, reducing the cost of treatment of avoidable diseases as well as the cost of hand care.

The Secretary of State should raise his priorities and encourage the Government to save money as well as lives by preventing avoidable illness. The Black report offers guidelines. The Government should reconsider the land which it has been given.

Yours etc,
KENNETH BARLOW, chairman,
GEOFFREY TAYLOR, member of
the McCarron Society,
Shaftesbury,
Buckinghamshire,
September 10.

From Mr William Fatt

You report (September 11) that the Republican Senator Jacob Javits and the Democratic Senator Mike Gravel have failed to be re-elected. Their local parties for re-electing to the United States Senate. Your correspondent indicates that there is nothing unusual in this in US political practice!

Why should it be regarded as unusual for the British Labour Party to adopt the same practice?

Yours faithfully,
WILLIAM FATT,
16 Duxes Road, SE23.

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Why should it be regarded as unusual for the British Labour Party to adopt the same practice?

Yours faithfully,
WILLIAM FATT,
16 Duxes Road, SE23.

Effects of local government cut backs

From Mr Harold L. Heseltine

Sir, There appears to be a theory that local authorities, who have had to spend cutbacks by the Government's spending review, will be loath to replace the shortfall by increasing rates for fear of being punished by their electorate.

Professor Christopher Foster (report, September 13) has told us that the average domestic ratepayer gets services worth nearly three times the real value of the services provided in 1978 for each real pound of rates. In the same period the proportion of all local revenue raised from domestic ratepayers has fallen from 30 per cent to 10 per cent.

Consequently business rates now contribute 60 per cent of the total, having gone up from 51 per cent since 1978.

Professor Foster also calculates that the proportion of gross trading profits paid in rates has risen from 14 per cent in 1965 to 41 per cent in 1978, and this year may be about the same.

Spending authorities will, in that case, have little to fear from the electorate. Indeed this may explain their past behaviour. Why should people complain at receiving more of something which is, for them, cheap, particularly if the connection between spending and unemployment does not spring readily to mind?

Yours faithfully,

HAROLD HESELTINE,
St Regis International Ltd,
Bridge House,
10 Bridge Street,
Cambridge,
September 19.

From the Director of Age Concern Greater London

Sir, The axe which has hung over local government spending for some time has fallen predictably on those authorities, 11 out of 14 in London, with exceptional problems, compounded by high population density, continuing housing problems and an above-average percentage of population with exceptional needs including the very old and frail.

Organizations working with vulnerable groups, including Age Concern groups in London have had to accept reluctantly a heavier burden with dwindling resources as many social services departments of local authorities struggle to

comply with cuts imposed by central government.

For this reason we add our voice to the Association of Directors of Social Services who, in a memorandum recently pointed out last week that "further cuts may well endanger the lives of children and young people and foreshorten the lives of the elderly".

It would be tragic—easy to let the ways in which individual old people who constitute a growing section of the community are at present being hit by the current limits on public expenditure. This has been done many times in recent months and once again government must be asked to make explicit the extent to which they are willing to see this trend continue.

The withholding of £200m from local authorities and the consequent and political theories that appear to require such action may be considered to be the province of politicians. My organisation, Age Concern Greater London, however, has a clear responsibility to remind you of the plight of the 1.5 million old people in Greater London and the moral responsibility of the Government to care for them that we, the rest of the community, must accept.

Yours faithfully,
ELISABETH LITTLEJOHN,
Age Concern Greater London,
54 Knechell Road, SE7
September 20.

From Mr Richard Edwards

Sir, The cuts in local government spending, not to mention the threatened £200m cutback, will only have a disastrous long-term effect on the already parlous state of our national road stock. As a result of the cuts many local authorities are having to revise their programmes for the modernisation of our houses.

Programmes that would have been completed in the eighties will, if the cuts endure, not be completed until the mid-nineties or later, and meanwhile the many dwellings finished in the fifties, now showing marked signs of decay, will not get the attention they urgently need before it is too late and the buildings will have to do their work again. The chain reaction will be in the local and the social consequences disastrous.

RICHARD EDMONDS,
Chairman, Housing Centre Trust,
62 Chandos Place, WC1
September 19.

Plans for fishing industry

From Mr D. N. Parkes

Sir, I write both as President of the British Fishing Federation Limited, and Chairman of Boston Deep Sea Fisheries Limited. I was very surprised to read the letter from Mr Andrew Gilchrist published in your September 17 edition. Surely Sir Andrew has missed the essential point of the federation's concern on the House of Lords' select committee report on the EEC fisheries policy.

The federation wholeheartedly welcomes the need for a restructuring policy, sooner rather than later. It has been apparent for some time now that the size of the United Kingdom fleet and the structure of that fleet is too large for the amount of fish likely to be allocated to the UK, even taking into account the most optimistic assessment of what the UK could expect to obtain upon a settlement of the common fisheries policy.

A reduction in the size of the UK fleet would enable the remaining fleet to maintain their unit costs of production by enabling increased weekly, or seasonal, quota per vessel. The present mackerel licensing system is a very good example of the benefits that could be achieved under an early restructuring policy.

A reduction in the size of the UK fleet would enable the remaining fleet to maintain their unit costs of production by enabling increased weekly, or seasonal, quota per vessel. The present mackerel licensing system is a very good example of the benefits that could be achieved under an early restructuring policy.

At present there are far too many vessels seeking a living on the mackerel fishery with the result that weekly quotas for all classes of vessel are below the baseline.

This means that vessel operators either have to operate at a loss or seek ways and means of bypassing the system. Neither alternative is attractive and it would be far better

to reduce the pressure by having an organized restructuring programme.

Sir Andrew is quite wrong to make the broad assumption that the federation is refusing to even start planning for restructuring. Many of our members, including my own company, have started the process out and invested heavily in new trawlers that is suitable for fishing within the EEC ports. At the moment many of us who have tried to foresee and plan for the future are having our heads well and truly chopped off in the current economic crisis through which the industry is passing. In many cases we are having to sell vessels to raise the necessary cash to stay in business and the danger is very apparent in that the most marketable vessels are the newest vessels, which should have a future when the common fisheries policy is ultimately settled.

If we allow too many of these vessels to be sold from the fleet at the present time, then certainly there is a danger that there will be insufficient vessels left to operate viable within the EEC ports with the result that potential British quota may be traded off to others within the Community. Thus the House of Lords' select committee is absolutely correct in recommending urgent action on the restructuring of the fleet. The subsidies announced today (September 18) will not greatly affect the position.

Yours faithfully,

NEIL PARKES, President,
British Fishing Federation Limited,
Trinity House Chambers,
12 Trinity House Lane,
Hull,
North Humberside,
September 18.

Simonstown by-election

From Mr T. M. Y. Mansor

Sir, It is very heartening to see from your leading article on Friday (September 5) that you do not regard the Nationalist victory at Simonstown as more than a tactical gain in the short term for Mr Botha and that you regard black representation on the projected Presidential Council as a minimum requirement.

It is not quite true, however, to say that the voters "do not know" what form tolerable power-sharing with non-whites can take.

A scheme for just such power-sharing was defined with great precision in 1978 by the Progressive Federal Party (whose candidate at Simonstown was Eddie Barlow) and the scheme has been published in printed form.

It involves an entirely new constitution under which there would be a federation of self-governing states and a federal government; voting open to all races with proportional representation; and, most

important of all in South Africa, a right of minority veto in the federal assembly of the order of 10 per cent to 15 per cent, to make domination by one group impossible. There would also be a bill of rights.

The self-governing states would not be identical with the present provinces and homelands—a national convention would first have to be called to delimit them.

The scheme is a complicated one, not easily presented to an electorate in a by-election; yet it is the only plan that tackles the root cause of apartheid itself—the fear of domination by the blacks.

The PFP rejects the present winner-takes-all voting system, but at Simonstown had to bow to that system.

Under all these circumstances, a vote of 5,063 against the winning 6,250 was not an overwhelming defeat. The PFP must persevere. Yours faithfully,

T. M. Y. MANSOR,

93 Gilberston Road,

Lerwick,
Shetland Islands.

September 18.

From Mr David Gee

Sir, May I comment on behalf of the developers of Newhaven fort, on the letters which have appeared in your columns on September 4 and 17?

The main issue of our planning application is to restore the fort, painstakingly and in accordance with the Department of the Environment's ancient monuments department's standards. This will include the digging out of the ditches and exposing the now buried embrasures to the ramparts that have been built over, unfortunately, been lost for ever, but our intentions and specification show that we are trying to bring this structure back as near as possible to what it looked like in 1876.

One of the main features in the scheme will be a large and comprehensive museum showing the historic, social as well as military history of the fort and the effect it had on the district since 1870 and 1939-45 wars. For this we are seeking the help of all historic groups as well as the county council, district council etc. Our plans include the public having free admission to the scheme; they will pay only for the services we install that they choose to use.

We too, love the fort, and we have put a scheme forward which is practicable both from an ethical point of view for the use of the fort as well as financial. We are primarily restoring an ancient monument and bringing it back to public use.

Yours faithfully,

DAVID GEE,

Habens Banner & Dell,

77b London Road, Brighton.

September 18.

From Mr Peter Cadegan

Sir, Peter Evans (Social Focus, September 17) offers us a new rule for our prisons: "to help to turn the dislocated to the wisdom of the just." I have just referred to this in a speech I have been "inside" this response was instant derision.

Perhaps the most successful model system in the world is that of Japan, where rule 1 reads: "Love the criminal and hate the crime." This rule has recently been tried at Barlinnie and Wormwood Scrubs, where now, on the tenth morn of its success, it is to be rescinded. Will we never learn?

Yours truly,

PETER CADOGAN,

General Secretary,

South Black Watch Society,

Conway Hall, EC1.

September 18.

From Mr David Green

Sir, Most rural Nottinghamshire people have been asked to contribute the £100,000 required to maintain the land or the walks.

Brailsford, such as our Dales, where Alan Massey and his fellow members of the Brailsford Ramblers Association "accompanied their ladies wherever they could" have such a reputation for "cattiness" that we, our friends and neighbours, go camping; with confidence, providing we continue the good practice of leaving them with their hounds.

To the ramblers not share our long-term objective of fewer dangerous bulls anywhere, be they in field, field or pasture, and more public access to our natural and historic sites everywhere in the country.

Yours faithfully,

MARY HERON,

Brailsford Farm,

Nottinghamshire.

September

Stock Exchange Prices.

Golds the only strong feature

ACCOUNT DAYS: Dealings Began, Sept 15. Dealings End, Sept 26. 5 Contango Day, Sept 29. Settlement Day, Oct 6.

5. Forward bargains are permitted on two previous days.

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Ruhr company challenging EEC efforts to limit production

German split threatens steel rescue

The future of the European Community's plans to help the steel industry out of recession is in the balance.

Viscount Etienne Davignon, the EEC's Industry Commissioner, has committed himself to a tough round of negotiations with the individual producers and with Eurofer, the European steelmakers' club, in an attempt to rescue the present voluntary scheme of supporting prices, and hence profitability, through production cuts.

At the same time he has been hinting that the EEC may have to declare the state of "manifest crisis" provided for in the treaty setting up the European Coal and Steel Community. Such a move, which is being urged by the French and Belgian Governments, would impose production quotas on Europe's steelmaking companies.

If the anti-crisis plan in its present voluntary form fails to survive, there will be no shortage of people claiming that the steel industry has only itself to blame for failing to keep to the voluntary production levels.

In West Germany, Europe's largest steel-producing nation, the accusing finger will be pointed at Kloeckner-Werke AG of Duisburg, in North Rhine-Westphalia. Since the late spring Kloeckner-Werke has emerged as a vociferous opponent of the EEC's plan to rescue the industry. It has fallen out both with the Commission and with the other big companies in the West German iron and steel industry federation.

Last week, came the first public evidence of the long-rumoured breach in the German steel industry. The iron and steel federation announced that it was unable to publish its regular monthly rolled steel order and delivery figures

because Kloeckner-Werke was withholding statistics. This disclosure inevitably fuelled suspicions that the company was actively flouting the Davignon rules.

Yet Kloeckner-Werke has not always played the renegade. Only two years ago Dr Herbert Gienow, the group's chief executive, wrote in the company newspaper that the Brussels steel policy was promoting fair competition among EEC steel producers in the face of the growing use of state-subsidies to keep uneconomic plants afloat.

At that time Dr Gienow had just been elected chairman of the same iron and steel industry association that pilloried his company last week for holding back its rolled steel order and production figures.

Boardroom discussions that have accompanied Kloeckner's progress from being a model of European rectitude to the German industry's most prodigal member must remain a subject for speculation. But there can be little doubt that the prolonged nature of the crisis in the European steel industry has hit the company harder than its other major rivals in the Ruhr.

Kloeckner-Werke itself maintains that it has had a raw deal from the Davignon plan. It claims that the volume of production allowed under the scheme fails to take account of the group's relatively new plant at Bremen.

The voluntary production limits are based on output in 1974, which was the steel industry's last boom year in Europe.

At that time Bremen was only just coming

on stream, with the result that today it operates at less than one third of capacity. This brought the company into head-on collision with the Davignon plan and steel producers in Germany.

While Kloeckner-Werke's major shareholders, the Henle family, are well known patrons of music in West Germany, their steelmaking interests have become synonymous with discord inside the industry.

Peter Norman

In Bonn

EEC jobless total at new high

There were 6.8 million unemployed in the EEC in August. This was 6.3 per cent of the workforce, a new high and a continuation of western Europe's bleak employment picture, according to latest statistics.

This figure compares with 6.1 per cent in July, 5.4 per cent in August 1979 and showed a rise of 3 per cent in a month.

S.Korean borrowing

South Korea plans to introduce foreign public loans totalling \$3.330m (£1.380m) next year, almost the same as the 1980 level of \$3.370m the Government Economic Planning Board said.

Syrian oil call

Mr Abdel-Jabbar al-Dahhak, Syria's oil and mineral resources minister, called for total Arab control of all aspects of oil operations at a three-day seminar held by the Organization of Arab Petroleum Exporting Countries (OPEC) on the better use of oil and its by-products.

New Egyptian bank

Credit Lyonnais is holding talks with an unnamed Egyptian group to set up a new trading bank to be called Egyptian International Bank with an initial \$100m (£41m) capital.

Customs trade surplus

Japan's customs clearance trade surplus narrowed to \$4.99m (£18.6m) in the first 10 days of September from a \$93.96m surplus in the same August period, the Finance Ministry said.

Luxury hotel shares

Societa Generale Immobiliare-Sogeno is to sell a 41.25 per cent share in Cisa, the luxury hotel group, for 45,000 lire (£2.1m) to Interprogramme, a Swiss-based, Italian-owned financial group.

Automatic telephone dialling used to summon emergency aid for the elderly and disabled

Technology News

controlled central station, unmanaged except for a few minutes a day—was chosen. Each home is fitted with a unit which combines a radio receiver and a telephone auto-dialler.

When the user's miniature transmitter signals an emergency, the combination unit responds by automatically dialling the directory number of the central station, followed by a code which identifies the caller.

At the central station the call is logged and the numbers of three voluntary helpers are dialled in turn, until one responds, and a tape-recorded message is given.

Precautions are taken to minimize false alarms, and telephone numbers of helpers

and is unable to use the telephone. The first stage of the solution was to develop a reliable miniature radio transmitter-receiver which would be carried by the user and activated by a push-button (with a flip-up cover to guard against false alarms).

Next, an effective link had to be arranged between the transmitters and helpers. Several possibilities, all based on the use of a telephone and an autodialler, were considered.

There could be a direct link to an emergency service, a direct link to a manned station which would redirect the calls either to voluntary helpers or to an emergency service; an automatic central station which would redirect the calls to a series of telephone numbers using a memory bank stored within the station; or an autodialler which could direct the call to a series of numbers.

At the central station the call is logged and the numbers of three voluntary helpers are dialled in turn, until one responds, and a tape-recorded message is given.

Precautions are taken to minimize false alarms, and telephone numbers of helpers

can be changed simply from a keyboard at the central station. Daily attendance at the centre is needed only to change numbers, inspect the records and check printer-supplies.

After extensive trials the first system has now been handed over for routine use by the borough of Harrow social services, which has ordered further units for elderly people.

At present the cost of each home installation is over £300. It is hoped this will be reduced to about £200 in modified equipment which might become commercially available in 18 months' time.

Optical-fibre link will keep BR on the rails

British Rail plans to introduce an optical-fibre link for communications between Birmingham New Street Station and Coventry, a distance of about 31km. Contracts have been awarded to Standard Telephones & Cables and to BICC Telecommunications Cables for parts of the route.

STC will provide the 14km length from New Street to Birmingham International station, which serves the National Exhibition Centre. This system will include an electro-optical line terminal at each end and an intermediate repeater.

Terminal equipment will be designed and made at STC's Basildon factory, and the optical fibre will be supplied by the company's optical cable unit at Harlow in Essex.

For the complementary link from Birmingham International to Coventry, a distance of 17km, BICC Telecommunications will supply a similar connection again via a single repeater midway along the route. The cable will be manufactured at the company's Blackpool unit.

Plessey Telecommunications will supply transmitter and receiver units at each end of this link and the repeater, under subcontract to BICC. The BICC company's projects unit will install and commission the system.

The complete Birmingham-to-Coventry link, due to be completed by next April, will be British Rail's first full-scale optical fibre installation.

Optical-fibre technology should be particularly well-suited to communication lines running alongside railway tracks. Optical fibre is immune to electromagnetic induction, and is ideal for use in electrically noisy environments—near power lines or generating plant for example, as well as electrified railways.

The new line will give a traffic capacity of 120 telephone channels. Alternatively, a mixture of telephone, sound programme channels and data may be carried.

The BR project is being partly funded by the Department of Industry to encourage the development and early application of this new technology. The Post Office inaugurated a nine-kilometre optical-fibre cable link between Watford and Brownhills, also in the west Midlands, as part of the public telephone network on September 8.

These utilise the advanced Extel Share Price System (EPIC), which transmits from the Exchange to The Times, automatically, and with computer accuracy.

The Times Business News further reflects the reputation of the newspaper of record with its Stock Exchange Prices.

These utilise the advanced Extel Share Price System (EPIC), which transmits from the Exchange to The Times, automatically, and with computer accuracy.

The Times is the only national daily newspaper with a direct computer link to the Extel System.

Which means that The Times Business News gives you not merely the prices at close of business, but at 5.00pm—and with computer accuracy.

THE TIMES
BUSINESS NEWS
to keep you accurately informed.

Letters to the editor

Differing standards on ships

From Mr H. Lewis

Sir, Mr Lores of the Federation of American Controlled Shipping (the American Flag of convenience lobby) was at pains to tell you this letter to you on September 18 that some run-away shipowners were better than others and he called in a speech by my predecessor "I am grateful for the commercial. That speech, as a whole, was a root-and-branch indictment of the flag of convenience device and I shall be happy to send any of your readers to copy."

High standards of wages, working conditions, competency and safety can, of course, be found in a flag of convenience. Those same standards would apply under the ship's true colours. I warn you that the flag of convenience is not for the safety of ship and crew—neither exclusively the preserve of the flag of convenience operator and his get away with it because there are governments ready to abdicate from their responsibilities.

Just one of hundreds of examples of the kind of abuse that the flag of convenience makes possible—an extract from a report by our Belgian affiliate on a visit last week to a Panamanian ship:

"The first time we came aboard we met a British Ch. Officer 18 years old, who was at sea for one year as cook/mate. We warned him about the flag of convenience. He informed us that the crew and crew were almost exclusively the preserve of the flag of convenience operator and his get away with it because there are governments ready to abdicate from their responsibilities."

HAROLD LEWIS,
General Secretary,
International Transport
Workers' Federation,
133-135 Great Suffolk Street,
London, SE1 1PD.
September 19.

Seeking chairman

From Mr D. A. Savory

Sir, It is very interesting to note that whereas Ford Motor Co and General Motors find their new chairman easily and quickly from their existing boards of directors, the likes of our major industries like British Steel, the Post Office, British Railways, and many others, have to go outside their own boardroom to find, often with difficulty, successors for their departing chairman.

Presumably, this means that these companies are so badly

organized that they have no one of suitable calibre on their respective boards to take on such a post. One wonders why.

I am sure some of your readers must have an acceptable explanation for what appears to be a great weakness, that may partly account for these companies' erratic performances.

Yours faithfully,
D. A. SAVORY,
104 Andrews House,
Barbican,
London, EC2
September 19.

Telephone bills in Welsh

From Mr M. A. Vale

Sir, Although Dr Whetter's letter on telephone bills (September) appears perhaps in error, anticipate that of Mr Sal (September 8) by one month, has really gone back enough, for despite his return to Henry II, Offa built dyke to keep our Welsh across the country border before that king. The return to Herefordshire in Wales was probably to those parts temporarily occupied. The dyke was not always effective after one raid, in which Harold, son of Earl Godwin, perhaps an ancestor of Whetter?—was sent on a special raid into Wales. In letter to The Times (January 13, 1948) Lionel Curtis mentioned Herefordshire as "birthplace of English poetry."

But both Dr Whetter

and Miss G. Jones (September letter), which was to draw attention to the cost of duplicate phrases (to say nothing of misuse of natural—*I* also said "environmental" sources of paper), a cost which could be of real current concern.

You're faithfully,
M. A. W. VALE,
The Old Vicarage,
Speen Lane,
Newbury,
Berkshire RG13 1RJ.

Nothing 'new' in energy field

From Mr R. C. T. Rainey

Sir, Certainly "Electric windmills are not new" (September 18). Windmills have been in use for over one thousand years, and the high price of oil and nuclear power. Your correspondent may like to note that Denmark is, in fact, not lagging behind with the construction of modern windmills at Thy and Nibe.

Likewise, the wind turbine at Tintern (September 2), in a recent study of which we dated back to 1811. Indeed, the whole energy field there nothing strictly "new"—even nuclear fusion dates back to 1945. The whole country is, however, simply demonstrating today's problem, not its solution. It is one of getting what modern technology might extract from existing ideas, and how the future might compare with the future price.

You're faithfully,
R. C. T. RAINHEY,
Atkins Research and
Development,
Woodcote Grove,
Ashley Road,
Epsom,
Surrey KT15 5BW.
September 18.

Waiting for the Christmas tree

From Mr Hans Schmoller

Sir, I'm afraid that Traiger House cannot promise that the traditional Christmas tree in the Firestone site until after ownership has become vested in them, but were able to demolish the front of the building well before it seems they owned it in law.

Yours faithfully,
HANS SCHMOLLER,
Steadings
P.O. Place,
Berkshire SL4 5UG.
September 16.

Retirement at 60

From Mr D. C. Spencer

Sir, With Mr Maud (September 2) and Mr Hayes (September 16) I too, believe there are very many reasons why lowering the age of retirement for men is the best possible way of reducing the number of people without work.

At the age of 60 a stroke would give such a "kick" to an already misunderstood economy as to make the step damaging in the short-term, however beneficial in the long term.

What we need is a programme of industrial and commercial demobilization along the lines of the Release Scheme operated at the end of World War Two. For example, each month the age of retirement may be increased by one year.

The costs and other effects of such a scheme could be monitored in detail from the outset and, if necessary, the proposed range of retirement modified in the light of these observations. The time for introducing such a scheme is now before things get any worse.

Yours sincerely,
D. C. SPENCER,
21 Drake Road,
Wells,
Somerset, BA5 3JX.

could be reduced by (say) one month. So, if the programme started in January 1981, with those aged 64 years and 11 months then it would be December 1981 by the time those aged 65 years were to retire.

The costs and other effects of such a scheme could be monitored in detail from the outset and, if necessary, the proposed range of retirement modified in the light of these observations. The time for introducing such a scheme is now before things get any worse.

To set the record straight on two minor points first: the consultant who worked on Mr Smyth's case was a member of the Southwark Business Panel and carried out the assignment for a nominal fee; Mr Smyth's complaint, interestingly, was only one received by the council in 21 years of the fund's operation, was fully investigated and found to be without substance, a fact of which he seems to have forgotten it.

Secondly, it should be emphasized that the council assists existing businesses and new ventures in a variety of ways, one of which is raising finance. Its main objective is the preservation or creation of jobs not financial gain.

The reality is that Mr Smyth makes, however, is that for the entrepreneur, and particularly for the innovator, raise

normally takes two to three months to arrange funding, but where we are helping to set up a new firm, especially if untested products or markets are involved, as in Mr Smyth's case, it takes considerably longer.

Incidentally, it might be thought that viable firms should be able to raise their own money through normal financial channels, but the reality is that many small businesses lack the know-how to present their case effectively and are limited in their experience of the money market or occasional contact with their local bank manager.

Well over half of all applicants for Southwark Fund assistance have already tried to do so, and success when they come to us is, in virtually every case, as far as where a grant has reached fruition, the council has been able to secure at least partial funding from the City or central government.

The reality is that Mr Smyth makes, however, is that for the entrepreneur, and particularly for the innovator, raise

Kenneth Owen

In Bonn

BY THE FINANCIAL EDITOR

Fisons under pressure

In the 1970s is now giving way to a dramatic setback at Fisons. Profits yesterday's worse than expected decline from £7.45m to £5.5m before likely to be around a fifth lower than £17.3m output, which was itself down on the year before.

It is still mainly pointing to external factors—high interest rates, sterling's fall and the recession—as the villain of the piece. But there is a growing feeling that if its efforts over the last 20 years to fly away from fertilizers the group does not have the muscle to compete in markets it has selected:

The share price, down a further 10p after the figures, plus the new £10m is a growing feeling that Fisons could someone's shopping list, perhaps with to dismembering the group. The press have already led Fisons to make changes and seek out Boots partner in its agrochemicals business, are would be no shortage of United buyers for its scientific equipment or Kingdom ones for the pharmaceuticals leaving only fertilizers, where the on capital is too low to attract many as a headache to a potential

It is the first half figures have shown the expected recovery from 1979's and weather-torn opening six months, profits in this seasonally stronger are even down on the second half year.

ing capital is under heavy pressure up borrowings, and with the cost of money finance charges upped 70 per cent to £5.8m with little in sight in the second half. ACT is and the run-down of overseas markets pushed up the tax charge to 44.5 per cent of the group's cash outflow. Despite an uncovered dividend on cost basis this year, the first half return has been held at 9.36p gross and here is doubt about the final being the main prop to the shares is 12 per cent yield and the bid is. On trading grounds the shares are revalued.

ison Robinson, the paper, packaging, stationery manufacturer, saw demand sharply and suddenly in the second. That, and a near £2m rise in interest to £4.8m and the £1.5m costs of the long NGA dispute, pulled pretax back by 14 per cent to £10.8m.

Iconoclastic view of Wall Street

uled publicity machine, invertebrate brash and sometimes tasteless in, self-styled "nut"—Mr. Josephville is all of these.

lost, though, he is a stockmarket and author of the influential closely followed *Granville Market Letter* Street.



Mr. E. Granville was in London yesterday at the auspices of Bache Halsey Stuart Shields, one of Wall Street's leading brokerage houses.

concocted of the first order, Mr. nevertheless earns \$64m a year, publications. His secret is that he gets it right, having predicted every peak and trough in the Dow Jones over the past six years. Only a long and distracting passion for golf, interrupted five earlier years of success.

day, at a seminar hosted by Wall Street's leading brokerage houses.

Mr. Granville was sacking it to the London

the second of five daily from the Shires.

across Thomas Edson Heath would Wessex character came. Venn was a clean, good-looking young man with a determined, a purveyor of red marking sheep. In Heath" is still it is called Winfrith not it is less broad, having sprouted a power station amid the Jiggy, on being disengaged in love, gave up his and became a dairy

Winfrith Heath you might meet Diggory. He is bright, and could well be, lighting of a clued-up of the Young Farmers.

he is a trade union the Dorset area for the National of Agricultural and Workers (NUAW).

in touch with, and for, the fortunes of 500 members, a fifth are local government, particularly road. Most, however, work county's main arms and small and is not beautiful in Dorset, arranged to telephone the morning after my in Dorset so that I did meet that day. By however, his line was engaged and so I to his office in West which he spends his time. As

However DRG's overseas business yield doubled trading profits while exports were 18 per cent better than the same period last year. The strength of the overseas side, which in future will include contributions from the recently acquired Reid South Africa and the French Papeteries de la Couronne, look set to continue in the second half and provide an extra £20m on sales, currently at £283m, in the full year.

Nevertheless, British operations remain the backbone of the business accounting for more than half of profits. DRG has already declared several hundred redundancies which will come through in the last six months.

The fourth quarter, traditionally the most important, will govern the outcome of this year. Profits can be expected to fall by about £5m against last year's £27.5m. After yesterday's 5p dip in the share price to 91p, the prospective yield of 13.3 per cent on a maintained gross dividend of 12.5p is realistic given the uncertainties.

Tarmac

Debt is rising

Tarmac's interim results positively are against the general trend. Profits are up 56 per cent at £11.74m—excluding a £1.82m exceptional contribution from the sale of the group's 19 per cent stake in Viking Oil. But some market estimates were for even more: the shares turned back 15p to 282p.

Helped by much better weather this year, the group's quarry products division has clearly benefited from improved prices and road maintenance programmes with volume, holding up well, while building products have also performed strongly.

Elsewhere, however, the group has already begun to feel the recession.

Interest charges have jumped by three-quarters to £5.5m, and net debt, even by the year-end, could be some £30m above last year's £35m.

Despite much rougher conditions in the second-half full-year profits could still turn around £4.5m above last year at £42m. But the shares on a fully-taxed p/e ratio of under 5 and likely yield of 7.5 per cent are already discounting that sort of result as well as some hopes for a recovery, particularly in housing, on the back of falling interest rates next year.

Investment community. Much of his talk was spent ridiculing the kind of fundamental market analysis which Bache has been shelling out at the end of the seminar.

Interest rates, the Ayatollah's p/e ratios, economists' predictions and politicians blunders are no concern of Mr. Granville. They have, he claims with raunchy, evangelical fervour, nothing, but nothing to do with the stockmarket.

Ignoring fundamentals, Mr. Granville turns to the technical indicators of which the most important are volume. Volume preceded price, he argues. So, armed with volume trends and the momentum which they reveal, the future is laid bare. Not necessarily for long. But until the upside or downside momentum peters out.

The last "sell" he gave for Wall Street was February 11 with the Dow at around 890. He said "buy" on April 21 shortly before the market took off from 759. He advocates 100 per cent investment. Buy at the bottom, sell at the top, go short, and then cover at the bottom. The same advice goes for widows.

Mr. Granville, who intends to win the Nobel Prize for economics next year, predicts the Dow will soon breach 1,000, may be in the next few days. It will top possibly above the all-time high of 1,052 between November and February, 1981, and then embark on two years of sharp reversal. He warns that his next sell signal will be followed by the first 100 point drop in the Dow in a single day.

Because of the paucity of information available on volume on our Stock Exchange, the Granville system cannot be used. But he has turned his hand to predicting earthquakes. Around May 1981, he reckons, San Francisco will be riven by an earthquake as severe as the one which destroyed the city in 1906.

Business Diary: Hardy's Wessex, Venn's Dorset

the telephone was again ringing and so it stayed for most of our conversation. I asked him for the substance of the first two calls.

Of the first, "It was a branch secretary and he said, 'Look, I've just stumbled across this, and I think it's so bad you ought to know about it'.

"He said: 'A general farm worker, doing a 65-hour week, no day off, for £60. Was this in order?'

"Is it?" I asked.

"No," said Venn. "The basic minimum, now is £58 and for a 40-hour week, spread over five days."

The overtime rate is £2.17p. for ordinary workers. Also he was working public holidays and not being paid extra."

apparently he was sacked because he insisted on having a morning off to buy himself a new pair of rubber boots—so work in."

The man was 26 and had a wife and two children. Although a union member, he had taken this work at a cut rate because he was desperate for a home and a job on leaving the army last year. Until his sacking he had been working even later, until 10pm, to get in the harvest. For this he was paid an extra five pounds a week.

On the second call, Venn said: "Very similar. This was the wife of a dairyman who has been told this morning that his assistant is being taken away and so the dairyman will be expected to work on his days off with no extra pay—. That's fairly typical."

By "typical" Venn meant not of Dorset dairy farmers as such, but of the type of complaint on which he spends his time. As



Hang out our banners: Peter Venn of the National Union of Agricultural and Allied Workers.

in particular, I thought of 1834 and what happened at Tolpuddle, which is also on Venn's patch.

Here, about six miles north of Dorchester, six farm labourers, now remembered as the Tolpuddle Martyrs, were arrested after forming a trade union and subsequently sentenced to seven years transportation.

There is still an element of feudalism in this area," Venn said. "I'm talking on the part of farm workers that they should 'keep their heads down' and, with the farmers, an impression of 'arrogance, sometimes tinged with benevolence'."

The tide is now turning, Venn said. This is due largely to two national developments, the Employment Protection Act of

Hugh Stephenson

Mr Heseltine marches into a minefield

It is the natural tendency, when long laid plans go awry, to cast around for scapegoats. Mrs Thatcher and her senior colleagues are no exception. The money supply, control of which was the ark of the Thatcher covenant, continues to sail. The Governor of the Bank of England and his august central bank are at a wittling of the piece, even though it was the Inland Revenue who demanded the premature removal of all exchange controls and the Prime Minister herself who made it clear that she would not contemplate minimum lending rate rising above 17 per cent.

In the same way, while cuts in government spending and borrowing were economically and psychologically central to the Conservative Government's overall policy, in fact the total for the Government's borrowing requirement and for overall public spending has continued to rise. In this area the villain of the day have been clearly established as the local authorities.

Without doubt there is waste and inefficiency on a substantial scale among local authorities. It exists in many of the local authority sectors, and the authority sector is very large. In this, it might, at least be granted that the biggest single source of waste, duplication and inflated administrative costs in local government is certainly the direct consequence of the reorganization under the last Conservative government on lines directly opposed by most of local government itself. But that bit of history pass.

Let us also not dwell on the fact, pointed out by Mr. N. P. Hepworth in the latest issue of *The Three Banks Review*, that with the single exception of the year 1974-75 local authorities have held their net expenditure with plus or minus 2 per cent of estimates

in market contract with the relevant central government. It is indeed the case again in the case that the overall public spending figures call for unspecified cuts in local expenditure to balance the increases which the central government allows itself.

The central erosion in the part of all recent governments is the failure to face the contradiction between the assertion that local authorities have an independent role to play in the total structure of government in this country and the fact that the desire to control the financial and economic consequences of what local authorities do on the other.

When the present system of public expenditure monitoring began it was mainly a forecasting exercise. The inclusion of local authority spending forecasts was then easy and posed no policy problems. Over the years the public expenditure survey system, under government of both political parties, has become a centralized instrument, not of forecasting, but of attempted control. The fact is that, in the vast areas now covered by the survey, the British economy has become increasingly a planned economy.

At this time last year, at a Conservative Party conference in Blackpool, Mr. Heseltine won ringing cheers for his speech that local authorities would

not be allowed to "defy government policy" not for a year, not for a month, not for a week, not for a day". This ringing call to emasculate the local authorities related to the sale of council property. Now, however, the Government seems to be wishing to extend the notion more widely.

But, if the Government is really intent on going so fast down the path of total direction to local authorities, in common prudence it should do so in a measured and gradual way. It is necessary to proceed to produce a list of what local authorities do on the other.

The amount that an authority ought to spend, even if you accept that it should be deprived of all political discretion, must depend on the character of the area and the nature and scale of its problems. Until there is some agreement about these questions, the Conservative Party conference in Blackpool, Mr. Heseltine's speech will find that he is marching forward blindly into a minefield.

Millions of dollars are pouring into American election coffers. Frank Vogl examines the lobbying system and its influence on politicians

Making money talk in Washington

Washington

Lyndon Johnson, Sam Rayburn, Robert Kerr, George Smathers and Russell Long (all congressional wheeler-dealers of the first rank) came to Washington, the oil industry has had more power than the elected government of the United States.

Mr. Green exaggerates but the power of the big American corporations in directing the political process is considerable. Mobil Oil, for example, has 18 people helping its lobbying efforts in its Washington office, but it is constantly bringing the top brass down from its New York headquarters to meet congressmen and agency heads. The Washington office is just the tip of the lobbying iceberg.

The PACs are just one weapon in the armoury.

"The game has changed," says Mr. Victor Kamber, a lawyer-lobbyist who now has his own consulting company. These days social issues with congressmen is probably less important than organizing mass voter campaigns, he says.

Many of the old Capitol Hill power brokers, who commanded large loyal troops of congressmen, have departed the stage. More than half of the members of Congress have been in town for less than six years and very few are the captives of organized labour, or big business or of ideological groups. They are mostly independent of party discipline.

"They flip-flop on issues," Mr. Kamber says. "These new-comers are primarily committed to getting reelected."

The reelection season is a time when members of Congress are particularly vulnerable to public pressures. The United States Chamber of Commerce wants congressmen to vote quickly on tax cuts. The chamber in its September 12 newsletter told businessmen across the country what sort of tax provisions they should call for in Senate Bill number 5229. They were authored by Senator Robert Byrd (Senate majority leader) to schedule 5229 as soon as possible. Your action is needed."

Grass roots campaigns take many forms and lots of money. Corporations will send facts to local plant managers across the country, urging them to influence their local congressmen on a particular issue and asking employees to "educate" the local press as well.

People like Mr. Richard Viguier, an advocate of right-wing causes, have established vast mailing lists and clever mailing techniques and they can ensure that congressmen are flooded with mountains of mail on almost any issue.

The trade unions are also experts in the art of mailing.



Senator Russell Long, chairman of the Finance Committee: no shortage of oil company support.

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Iran-Iraq conflict

No need to panic yet about oil supplies

The intensifying conflict between Iran and Iraq has created new worries over oil supplies to the West.

Only last week ministers from both countries were facing each other across the conference table in the negotiations for a long-term pricing strategy for the Organization of Petroleum Exporting Countries, of which both are important members.

Even as they talked tensions were rising on the border marked by the Shatt al-Arab waterway, at the head of the Gulf, and disagreements between the two undoubtedly played their part in the failure of the meeting to agree a system of index-linked oil prices.

But the rivalries between Iran and Iraq are of long standing. Last week an immediate increase in the level of violence to a point where it could threaten not only exports from Iran and Iraq, but also free traffic in the whole of the Gulf, seemed unlikely. That possibility remains unlikely, but it is just conceivable.

The West is in much better shape to face a temporary cut in oil supply than it was when the first wave of strikes hit the Iranian oil fields late in 1978. Demand then was rising after an unusually high level of destocking by the oil industry and consumers earlier in the year. Economic growth in the United States continued to rise and so did its voracious appetite for oil.

This time worldwide stocks of oil are estimated at 100 days supply for the United Kingdom. Department of Energy reckoned that at the end of July there was 110 days' supply in this country, compared with 90 days a year earlier. Shortages would, of course, appear long before such supplies ran out. Oil tanks cannot be run empty to the bottom of the barrel, nor can pipelines run dry, but a good 60 days' supply at least is available around the world to meet any disaster that might

occur. As the price of oil on the Rotterdam spot market, where cargoes are bought and sold at prices reflecting immediate demand, have been almost unaffected by the Iranian oil crisis. Stockpiling by industry and governments is advance of other potential shortages, such as happened last year, is limited by the sheer lack of spare capacity in refineries and terminals to hold any more crude.

A loss of supplies in any quantity would nevertheless have a nasty effect on price before too long. According to their delegates in Vienna last week, Iraq is producing 2.5 million barrels a day and Iran exporting about 700,000 barrels daily. The loss of both, or Iraq alone, would trigger the emergency sharing mechanism of the International Energy Agency, which comes into force when any country loses 7 per cent or more of its supplies. The mechanism would be triggered straight away as stocks would be available to meet the shortfall.

OPEC CURRENT PRODUCTION

FINANCIAL NEWS

Stock markets

Middle East conflict pushes up gold and oils

The market buckled again yesterday under the weight of gloomy economic news coupled with the latest flare-up in the Middle East.

Buyers were scarce from the start, worried by the latest survey from the CBI on the manufacturing industry with its warning of lower output and fewer price rises.

In addition, the Trade Secretary's warning of no cut in interest rates until the money supply is brought under control served only to exacerbate the situation.

However, some bright spots were to be seen, namely in gold shares and oils where the decimation of war between Iran and Iraq saw prices rise sharply. But this did little to help the FT Index which fell by 9.3 points at 1 pm before recovering slightly to close 7.1 down at 437.1.

In gilt, heavy selling was also reported as investors, gloomy over another prolonged period of dear money, took flight. Jobbers in longs reported acute movements from the owner and falls of £1 were not uncommon.

In shorts, the market was content to follow the downward drift while encountering only sporadic selling. Nevertheless, by the close falls of around £1 were witnessed.

But the real activity centred on gold shares where the Middle East situation saw the bullion price leap £3 to smash through the £700 barrier and close at £71.50. Gold shares followed in its wake, particularly at the heavier end of the market where stock shortages exaggerated the situation.

Pride of place was taken by Anglo Am Gold which leapt £6.10 to £56.10, and followed by Western Deep up £4.70 to £34.70; Western Holdings up £5.10 at £18.10; West Driefontein £4.10 at £52.10; and Buffelsfontein £3.10 at £28.10.

Dividends in this table are shown on a gross basis. To establish gross multiply net dividend by 1.428. Profits are shown pre-tax and earnings are net. *Loss.

Latest results

Company Int'l or Ftr	Sales £m	Profits £m	Earnings per share	Div pence	Pay date	Year's total
Beatson, Clark (1)	12.2(10.4)	0.36(0.78)	2.3(2.0)	2(3)	1/12	-(5.4)
D.R.G. (1)	10.8(12.5)	0.47(0.46)	7.3(11.1)	3(1)	8/11	-(8.5)
Daventex, Kain (1)	1.79(1.89)	0.46(0.34)	1.57(1.26)	0.55(0.53)	25/11	1.41
Electro Lighting (F)	1.82(1.82)	—	—	—	—	—
Fisons (1)	225(206.5)	3.04(2.97)	30.49(—)	2.3(1)	6/11	6.01
Estates Prop (F)	3.1(2.79)	2.01(1.38)	2.1(1.77)	2.0(1.6)	24/11	18.15
Garnar Scotlair (1)	—	0.34*(0.7)	—	2.5(2.75)	4/11	6.23(4.25)
Kean & Scott (F)	0.9(0.41)	0.06*(0.07)	15*(16.8)	2.4(2.4)	31/10	6.25
A. & J. Mucklow (F)	11.7(18.18)	3.7(3.17)	7.8(8.19)	2.2(1.9)	31/10	3.88(3.24)
Far East (F)	3.8(3.2)	0.42(0.38)	7.8(10.1)	2.3(2.18)	10/11	5.1(5.8)
J. Walker Gold (F)	27.4(19.7)	4.02(3.34)	22(21.74)	2.3(2.1)	14/11	4.01(3.8)
Kinans, Simms (1)	27.4(19.7)	1.61(1.1)	2.7(21.47)	1.0(1.0)	7/11	18.0
Silvermines (1)	—	0.75(0.78)	3.7(23.98)	5.3(5.0)	7/11	3.0(3.0)
Tarmex (1)	425(358)	13.5(7.49)	14.6(17.45)	0.8(0.8)	7/11	13.75
Telefusion (F)	74.5(77.3)	0.98(1.73)	2.08(3.09)	1.0(1.0)	10/11	1.5(1.5)
Henry Sykes (1)	11.9(10.4)	0.14(0.57)	0.6(3.4)	—(1.5)	—	—(4.0)

Dividends in this table are shown on a gross basis. To establish gross multiply net dividend by 1.428. Profits are shown pre-tax and earnings are net. *Loss.

Beatson plunges in first half

By Rosemary Unsworth

Beatson Clark, the glass container maker, has seen pretax profits plummet in the first half because of the weak demand for pharmaceutical glass. Profits for the 26 weeks to June 28 fell from £780,000 to £265,000 while sales advanced from £10.5m to £12.2m.

With pharmaceutical packaging representing the major component of the group's business, the improvement in other home-market activities was not sufficient to offset the shrinkage in the domestic market for glass containers. Exports, which account for a quarter of group

sales, improved from £2.5m to £3.3m but were faced with increased competition and the strength of sterling.

In addition, Mr David Clark, the chairman, pointed out that since the beginning of the year there have been substantial increases in the costs of raw materials, packaging materials and energy. "Since January we have caused all except the most essential overtime working and recruitment, recognizing that for a time this would increase output until productivity improvements were achieved."

He added that the decision to reduce the interim dividend

from 4.6p gross to 2.85p would help to conserve cash resources amounting to £57,000. Last year the group paid a total dividend of 12p gross.

Although demand continues to be weak in the second half, the board is encouraged by its expectation that sales income will benefit from a price increase next month. During the last two months one of the major furnaces at Barnsley has been repaired and improved.

The share price lost 8p to 116p on the announcement, providing an historic yield of 10.3 per cent.

Telefusion profits fall below £1m for year

Telefusion has long had a profitable television rental side, but it has also had loss-making manufacturing and retail interests. It now seems to have tackled these.

In the year to April 26 turnover fell from £27.35m to £24.5m, but pre-tax profits plunged from £1.73m to £9.8m, where they are little better than at the start of the decade.

Borrowings have not risen much but interest rates have, and interest charges rose from £1.19m to £1.94m. Even more to blame were losses from the United Kingdom manufacturing company, Teleng, and Trident the electrical and white goods discounter. Unprofitable subsidiaries, chiefly Teleng, have been closed after trading losses of £586,000. Extraordinary closure expenses amounted to £1.5m.

Trident has endured major economies. About 40 per cent of the staff has gone and the directors report that the break-even point will be reduced.

The savings and the elimination of lossmaking subsidiaries mean an improving profit trend for the financial year as a whole, the directors say.

Telefusion's main activity continues to be television and video rental. The year's figures would have been worse but for a fall in depreciation from 29.7m to 28.6m, reflecting the tapering of the colour TV boom of the early seventies, and it is to video that Telefusion is looking for growth.

Meanwhile, business is tough and market talk that the group would sell Trident to Associated Dairies (with Comet supposedly eyeing the television rental shop) has come to naught.

A final of 0.83p makes the total dividend 1.50p net or 2.1p gross, even though an extraordinary debit of £1.86m (against a £49,000 credit) meant an attributable loss of £889,000 compared with a £1.49m profit.

Excluding the extraordinary item left after tax profits at £974,000 against 21.43m. On this basis the dividend is covered, but 1.39p is a reasonable earnings. On present form these do not look like affording a useful dividend increase for some time.

The shares eased 2p to 24p, 1p above this year's low.

Hawley bid for Kean & Scott

Hawley Leisure yesterday spent £6,000 to buy 29.76 per cent of loss-making Midlands furniture retailer Kean & Scott from its chairman Mr Mosley Levine. Other executives of Hawley bought a further 13.1 per cent of the group and under Takeover Panel rules, Hawley is to make a general offer to other shareholders at 20p a share.

In the Stock Market the shares jumped 31p to 63p capitalizing the group at £264,000 and Mr Levine indicated that he would not be accepting the offer for his remaining 34.781 shares.

Hawley is to use Kean & Scott's long leasehold premises in Birmingham and Solihull as showrooms for its fitted bedroom furniture and Hawley chairman Mr Michael Ashcroft reckons that the agreement will put Kean & Scott back into the black. For the year to date Kean & Scott's £1.5m turnover in March, K & S lost £22,000 on a turnover of £917,000.

Early last year Mr Levine made an offer for K & S which lapsed, although he was subsequently appointed as chairman and managing director.

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In addition to its purchase of TRW's interests, Datapoint is expected to purchase the interests of some of the non-United States companies that have interests in the sales network.

If all of the non-United States companies were to sell their interests, the aggregate cash purchase price payable by Datapoint would be more than \$114m (£47.6m).

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Continental Gummi-Werks has called off a bid for a majority holding in the French company Kleber Colombe because it said the pre-conditions for the deal had changed since it was announced in June.

A spokesman for Conti Gummi declined to be more specific.

Electrolux offer

Electrolux, the Swedish electrical group, said its offer to purchase 51 per cent convertible subordinated debentures due May 15, 1994, of Tappan Co, which had been scheduled to expire on September 17, had been extended to October 17.

Coal and Allied

Net profits of Coal and Allied of Sydney fell sharply to A\$1.8m (about £900,000) in the year to June 30 from A\$1.6m the year before.

Based on original estimates, such an operation would necessitate the issue of 600,000 Lafarge shares at about 320 francs a share to Coppee shareholders.

Because of doubts about the reliability of the earnings-based measure of GDP in 1973, these figures have been adjusted, projecting forward the 1974 earnings measure in the quarterly movements in the earnings-based measure.

Wormald rights issue

Wormald International has again reported record sales and profits. Sales increased to \$4.694m for the year ended June 30, from \$4.563m, and profits to \$232.38m after tax from \$207.78m. A final dividend of 10 cents per stock unit gives a total annual rate of 19 cents.

The directors have decided

Lafarge to sell offshoot

Lafarge has agreed to sell its 54 per cent stake in Lafarge Emballage to Cellulose du Pin, the latter announced yesterday that merger talks with the Coppee group were nearing completion.

The sale will be complete by September 30 and will give Cellulose an 80 per cent holding in Emballage, with Union d'Etudes et d'Investissements, a

Credit Agricole subsidiary, holding the remaining 20 per cent.

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PERSONAL CHOICE

Broadcasting Guide

Edited by Peter Dear

TELEVISION

BBC 1

6.45 am Open University : Who Plans Building ? 7.05 Microbiology. 7.30 Kingfish and Proprietary. Closedown at 7.55. 8.05 For Schools. Colleges : How to Make a Computer. 9.25 The Horse vs War. 9.37 Talkabout. The King's Picture. 10.16 Look and Read. 10.35 Geography. What is it to the land. 11.00 Cereal Farming. 11.15 It's your choice. 12.00 The Great Game. 12.25 Story of the Weaver. 1.15 Fibre and Frame. 12.45 General Studies. Closedown at 12.50. 12.45 News. 1.00 P.M. At One. Wonder Woman. Linda Carter is the wonder woman and she gives us a swirl and a song. She will be joined by John Alderton and Pauleen Collins together with the ex two-way family favourite Jimi Mervaise. 1.30 The first international painting. 1.45 Trumpton. Puppets for the very young (r). 2.00 You and Me (r). 2.14 For Schools. Colleges : Back to the English. Closedown at 2.20. 3.35 Play School (shown earlier on BBC 2). 4.20 Laurel and Hardy. Cartoons of the comic couple. 4.30 Story of the Weather. Weather forecasters celebrate under the sign of Capricorn. 4.40 Play Away starring Brian Cant. Music and comedy with

difference. 5.05 John Craven's Newground. Local news and presented intelligently. 5.10 Stowatch. We get a chance to see behind the scenes at Bath races with the help of William Carson, the leading jockey at the track. The programme is 16-year-old Nigel Patterson one of the country's foremost archers.

5.40 News read by John Edmunds. 5.55 Nationwide. The third edition of Operation Grange. The programme looks at the latest techniques employed in modern warfare. Zoo Vet. the regular weekly feature dealing with the duties of William London Zoo vet. gives us an insight into the care demanded by the different animals.

5.45 Film : For Four Texas (1963) with Frank Sinatra and Dean Martin. A slight comic western with a good cast. It features two cowboys trying to cheat each other out of a sum of stolen money.

5.35 Wildlife on One. David Attenborough narrates An Island Story. A short drama. Make, the story of the

1960s.

5.40 News. 5.45 P.M. At One. Wonder Woman. Linda Carter is the wonder woman and she gives us a swirl and a song. She will be joined by John Alderton and Pauleen Collins together with the ex two-way family favourite Jimi Mervaise. 1.30 The first international painting. 1.45 Trumpton. Puppets for the very young (r). 2.00 You and Me (r). 2.14 For Schools. Colleges : Back to the English. Closedown at 2.20. 3.35 Play School (shown earlier on BBC 2). 4.20 Laurel and Hardy. Cartoons of the comic couple. 4.30 Story of the Weather. Weather forecasters celebrate under the sign of Capricorn. 4.40 Play Away starring Brian Cant. Music and comedy with

BBC 2

6.40 am Open University : Asbestos - A problem product. 7.05 Arts Conference. Closedown at 7.55. 8.05 Play School. Today's story is Harlequin and the City of Many Colours and it is presented by Carol Bell and Michael Mann. Closedown at 8.15. 8.30 Top Gear introduced by Noel Edmunds. Controversy creeps into the programme tonight when driving instructors give their views on the latest changes in the regulations of the rules for passing the test. Also featured is a look at what we might expect at this year's motor show and a critique from Frank Page on two new small cars.

8.45 News. 8.55 Film : The Lizard and the City. They are full of parental understanding when their son Russell is in a dilemma but problems arise when

they discover he has not told them the whole story.

9.30 The Best of Not the Nine O'Clock Show. Sadly the last in the series of the best of the programme will begin next month.

10.00 The Brandenburger Concerto. Raymond Lepage directs the Scottish Chamber Orchestra in this series of six daily concerts. This evening we will hear Concerto No 3, in G major, an unusual work that was written for solo strings and continuo.

10.20 The Legend of the White Horse. Film from New Orleans about a Faunett romancer who wants to sell his soul to the devil in exchange for something he values much higher. Garland Thompson is in the lead.

10.45 Newsnight. The stories behind the news that made today's headlines. Programme ends at 11.35.

THAMES

9.30 am For Schools : Important aspects of human anatomy. 9.47 Starving Out. Personal relationships and careers. 10.04 Writers' Workshop/About Books. 10.26 The Lizard and Land's End - exploring the landscape of Britain. 10.48 Living and Growing looks at social development. 11.05 Living and Growing looks at science. 11.22 Good Health. How children can become more aware of themselves. 11.39 Making a Living. Dealing with the transition of leaving school to adulthood. 12.00 "Playplay". Susan Stranks shows children how to make a Jack-in-the-Box (r). 12.30 The Silverline. Life with an Australian family during World War Two. 1.00 News read by Peter Sissons. 1.20 Thames News.

1.30 Crown Court. Continuing the case of Hildi brought against a publisher and a journalist (r). 2.00 Here Today. The magazine programme for teenagers today features new and not so new features new and not so new

kitchen aids. The guest is author Leslie Thomas.

2.35 Film : The Happiest Days of Your Life (1949) starring Alastair Sim and Margaret Rutherford. A touching comedy about a boy's school having to share its premises with a girls' school.

3.45 News. 3.55 Film : The Lizard and the City. They are full of parental understanding when their son Russell is in a dilemma but problems arise when

they discover he has not told them the whole story.

4.30 The Best of Not the Nine

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5.00 The World Tonight.

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